

Leaders in Logistics: Women CEOs and Owners

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Introduction

Recently FORTUNE¹ magazine published its annual report on the 50 most powerful women in business. It brought to mind the bright, successful women we have known in logistics service businesses.

This report is about eight of those women who have excelled. They are creative, hard working CEOs, presidents and owners of successful trucking and third-party logistics companies.

Six have Master's degrees that helped them achieve. Two found themselves as young, single mothers who had to work hard and creatively to build their businesses. All of the women in this report have balanced being caring executives and good moms with two to three children.

The eight companies covered herein are all well known brands that are specialized leaders in their logistics niches. They are smartly positioned by the women who run them and the teams they have built.

Richard Armstrong, Editor
November, 2012

¹October 8, 2012

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Marcia G. Taylor

CEO

In 1974, Marcia Taylor and her husband, J.D. Garrison acquired George Bennett Truck Lines, a small contract carrier in McDonough, GA with 15 trucks and 30 trailers. After J.D. Garrison passed away in 1981, Mrs. Taylor continued to build the family business and a legacy of integrity and customer service.

Starting with a new name, Bennett Motor Express, in 1985, Taylor steered the company toward increasingly complex and diverse projects, using each as a springboard to expand the company's capabilities. Whether moving fleets of rolling stock with a DriveAway division, started in 1986, marshaling freight through the port of Baltimore with a distribution services company, started in 1988, or supporting the manufacturing and warehousing needs of a major original equipment manufacturer (OEM) agricultural products provider, starting in 1995, each project helped Bennett International Group evolve into a third-party logistics (3PL) service provider known for flexibility and high quality execution.

In the new millennium, Taylor layered on value-added services that help private sector and government customers compete in a more globalized marketplace. Bennett's team of 3,000 carriers, agents and employees now provide a network of truckload management, brokerage, warehouse and distribution, international transportation and specialized freight capabilities worldwide.

The impressive capabilities of Bennett International Group are equaled by the core values by which it operates. Mrs. Taylor's sons David Lowry and Danny Lowry, and daughter Lynette Alt, hold key executive positions.

Marcia Taylor and her company have been awarded numerous industry and community accolades. In 2012 alone, Bennett was recognized as "Georgia Family Business of the Year" by Cox Family Business Enterprise, a "Gold-Fit-Friendly Company" by the American Heart Association for promoting and maintaining a healthy workplace for employees, a "Top 100 Workplace in Atlanta" by the Atlanta Journal Constitution, and "Top Woman-Owned Company in Atlanta" for the ninth straight year by the Atlanta Business Chronicle. In September, Mrs. Taylor was awarded the 2012 NDTA National Transportation Award, becoming the first female executive to win the prestigious honor.

Bennett International Group, LLC

McDonough, GA

Marcia Taylor, CEO

1-800-866-5500

www.bennettig.com



Revenue: \$250m

Service Area: North America, Worldwide

Assets: Over 3,000 employees, agents and contractors
Over 150 U.S. locations
Over 150 agencies worldwide

Information Rating: Good

Systems: TMS – Proprietary, Qualcomm
WMS – RedPrairie On-Demand
YMS – Proprietary

Services: Transportation management, freight forwarding, customs brokerage, warehousing and distribution, flatbed, heavy haul, over-dimension, specialized freight transportation, drive-away, distribution, portable buildings

Industry Focus: Aerospace, Energy, Government, Manufacturing, Manufactured Homes/RV Delivery

Key Customers: AT&T, Boeing, Caterpillar, Freeport-McMoran, John Deere, Menlo Worldwide Logistics, New Holland, Norfolk Southern, Shaw Nuclear, Sprint Nextel, Trane, U-Haul, United Rentals, U.S. Department of Defense, U.S. Federal Emergency Management Agency, U.S. General Services Administration, Westinghouse

Our Evaluation: Bennett International Group's non-asset based, 3PL/4PL affiliate, Bennett International Logistics (BIL) has robust capabilities in transportation management consulting, project management and supply chain solutions. Its strengths lie in blending diverse outside services with the company's core capabilities in open-deck trucking of all kinds, and specialized, heavy or over-dimensional freight. Adapting to ever-changing customer demands had allowed the company to implement warehousing and distribution services, as well as international services. Recent projects include:

- 2011 U.S. DOD Base Realignment and Closure (BRAC) projects – Logistics management of the movement of over 9 million pounds of equipment in relocating the Ordnance Munitions and Electronic Maintenance School (OMEMS) from Huntsville, AL to two locations in Virginia, and over 1.7 million pounds of freight in relocating the Training and Doctrine Command (TRADOC) and the Joint Task Force Civil Support (JTFCS) from Fort Monroe, VA to Fort Eustis, VA.
- Atlanta, GA Airport Runway Construction – 24/7 logistics management and movement of over 8,700 truckloads of material.
- Green Energy Logistics – Coordinated the logistics and movement of components from various locations across the United States to construct 75 wind turbines in Wolcott, IN and 225 wind turbines in Cedar, CO.