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When and why did you join CSCMP?	I joined in the summer of 2023, I initially learned about the CSMP when some of the AFS Logistics guys invited my wife and I to their customer reception party in Discovery Cove at the EDGE conference. EDGE was my first experience with the CSCMP and it was first class, met some fascinating people and learned a lot.
What advice do you have for new CSCMP members on how they can maximize their membership value? What membership benefit do you find most valuable?	In hindsight I would have done some initial member reach out/communication and schedule 15 minute meet & greet coffee chats before and/or after sessions, to help maximise the EDGE experience.
What has been the most impactful connection you have made through CSCMP membership?	In my minimal time with CSCMP I've found a common affinity with most people I've met, maybe because we're faced with similar challenges in our work lives.
How did you get into supply chain management/logistics?	I enlisted in the Canadian Infantry Reserve on my 17th birthday (earliest legal age), and was planning a career with the Army. When the Federal gov slashed funding my regiment was forced to stand down Corporals and below. Luckily my Dad was a high school GED teacher who happened to be working with the Dock Foreman at Midland Transport's Toronto cross-dock. The Irving family owns Midland, and they love EX military and law enforcement people, so they hired me into Midland as a dock worker, I cut my operational teeth there for close to 10 years.
Describe your job in a tweet (i.e. 140 characters).	I own a sales & marketing company representing a large Canadian transportation group to the US market. We're evolving into a total Supply Chain solution for North America surface transportation, so we're also partnered with a boutique customs brokerage firm, and a 3PL warehouse provider operating in the US, Mexico & Canada!

What are your top three job responsibilities?

1. Create and foster new relationships, treating clients, vendors, and employees as equal partners.
2. Challenge existing operational models and processes.
3. Develop KPI's tracking value creation that is shared by all.

What is the biggest challenge you face on the job, and how are you managing it?

We've experienced a frustrating amount of cross border banking friction, particularly with payroll.....banking is definitely not as seamless or fluid as the PARS & PAPS system with cross border OTR or IMDL !!

I'm applying for an "E2" Visa, it's a foreign business owner Visa which allows for opening a US domiciled corporate bank account, it's got other perks too.

What technologies, trends, or disruptive forces do you see having the biggest impact on supply chains?

Unfortunately the macro reality of "decoupling", or any verbiage of the day suggesting the world has entered an era of unrest, volatility (politically and environmentally) and violence. Common sense says to reel in supply closer to home base, the impacts of this trend are too broad and deep for even the best economists or policy makers to predict. Everyday I work at keeping my mind open, and forcing the company to be flexible, we need to constantly adapt for our clients, vendors, and employees.

If you were to start a company from scratch, what values would you build it on?

USMCA Solutions Hub respects and adheres to both the spirit and intent of the USCMA agreement between the United States of America, the United Mexican States, and Canada.

1. We're challengers.
2. We all roam in the same direction.
3. We raise the tide.

What are you proudest of?

This is a chicken or the egg question, 2 points of pride.

The 3 children my wife & I are raising, the humans they are and who they're becoming.

Helping to build and sell ONE For Freight. It became a best in class employer, and we had very strong client & vendor relationships, the sale was a positive transaction for all parties. It's not a goodbye, it's a new beginning, I'm still working with everyone - just with a new focus and opportunity!

My family gave me the strength and inspiration to persevere through that entrepreneurial journey, and the business afforded unparalleled opportunities to the family,...it's symbiotic,...however, now that I've written all this out,..I'd say family first, business second.

If you could interview anyone, who would it be and why?

Another tough question, I need 2 again!

Churchill and Eisenhower.

Both my Grandpa's had a deep respect for their leadership and that made a big mark on my worldview. WWII had the single largest impact on the world we know today. I'd take the opportunity to bring them up to speed, show them an iPhone and Google search, and then I'd listen for hours about how they'd navigate modernity.

What was your childhood dream job?

I thought as long as there wasn't a big war, and I didn't need to fight in it, I'd be a network TV sportscaster - focus on winter sports, I loved skiing & hockey.

When you retire, what will be the first adventure you take, or what will be the first thing you will do for which you may not otherwise have had the time?

Go on a private African safari. My wife isn't as sold on the idea as I am, it's a work in progress!

**Write your own question and answer!
What have we not asked that would be interesting for other CSCMP members to learn about you?**

What do you do in your spare time?

I golf and ski, I also spend quite a lot of time chauffeuring my prince & princesses.

Are you available for a virtual video interview for the CSCMP Member Monday series?

Yes!
