

Peter P. Miner

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OBJECTIVE

Apply my passion to a strategic leadership role transforming Logistics and Supply Chains into new levels of efficiency, profitability and customer integrity.

PROFILE

Energizing manager who leads organizations to higher levels of performance and customer satisfaction in supply chain and logistics. Using extensive international experience, develops breakthrough strategies at companies ranging from large multi-national to start-ups. Passion for driving to the next generation of virtual, intelligence-based, customer driven supply chains.

- Unique ability to build teams and drive them to unsurpassed levels of achievement and contribution to profitable services.
- Extensive background in strategy setting and program development with a proven track record for achieving project goals and bringing them in on-time and on-budget.
- Well known for creatively applying technology to global trade and logistics.

EXPERIENCE

President

FUTUREFREIGHT Corporation

Jan 2002 – present

Los Altos, California

Trading platform for futures and options in freight capacity. As Co-Founder and President started a web-based financial derivatives service new to Logistics that drives potential savings of \$4-10B to the industry. www.futurefreight.com

Contributions:

- Formed and led the start-up team.
- Engaged Fortune 100 customers and obtained contractual agreements.
- Created an Advisory Council made up of the top 10 players in the transportation industry.

Consultant

MINERCONNECTION

Oct. 2001 – present

Los Altos, California

Provided consulting services for supply chain logistics. Developed logistics strategies and services for global logistics providers and start-ups. www.minerconnection.com

Contributions:

- Launched a Logistics Services for a start-up, 10% increase in revenue potential.
- Developed a strategy for the post-merger integration of logistics services.

Director, Logistics Services

CONVERGE

Nov. 2000 – Sep. 2001

Cupertino, California

Converge: a high-technology consortium funded by companies such as HP, NEC, Compaq, Gateway, AMD, Hitachi, SCI, Agilent, Solectron, Canon. Launched a first-of-its-kind service that included logistics visibility, collaboration, and supply chain optimization. With a staff of 15 and annual budget of \$9M, developed a service, integrated with trading partners, linked with other Converge supply chain services, and installed software applications.

Contributions:

- Sold first collaborative service for this start-up company.
- Savings from services provided 10% reduction in freight, 2-5% inventory, 5% productivity improvements, and generated 1-2% in revenues.
- Initiated a new way of thinking about logistics through an innovative blending of logistics leaders across 15 competing and collaborating companies.

Global Logistics Procurement Manager

HEWLETT-PACKARD, Corporate Logistics

Jul. 1997 – Nov. 2000

Palo Alto, California

Charged with finding competitive global improvements in transportation capabilities across this complex \$45 billion enterprise. Negotiated contracts for \$400 million in international transportation

via land, sea and air. Administered a \$4 million annual operating budget and responsible for freight payments of over \$700M. Directed and supervised a staff of 40 and interacted across all 50 divisions. Served on strategic committees and led the development of initiatives for logistics in HP to leverage service and costs around the world.

Contributions:

- Identified and achieved savings of \$10 to \$20 million in freight costs per year.
- Collaborative logistics processes started with transportation providers and HP suppliers reducing freight costs 3-5%.

Process Technology Manager

1995 - 1997

HEWLETT-PACKARD, HP Logistics Consulting

Led re-engineering to establish inbound supply chain visibility worldwide. Established EDI linkages with world-wide logistics vendors, developed new processes, and led a cross-company team to successful completion of the project within six months. Program manager for postponement activities encompassing manufacturing, sales and distribution in Europe, Latin America, North America and the Pacific Rim.

Outsourced third-party logistics to reduce warehousing costs by 35% and labor by 20%.

Contributions:

- Improved on-time receiving rate by 24% from 58% to 82%
- Reduced inventory by \$10-\$20 million (3%) and improved on-time shipments by 10%.

Sales Manager

1994 -

1995

HEWLETT-PACKARD, Finance and Remarketing Division

Brought on board to manage the recovery and resale of several million dollars worth of returned merchandise and establish a process to change the way these resources were handled. Administered a \$300k annual budget. Energized a staff of 12 and brought them to new levels of achievement by exceeding sales targets and driving inventory to new low. Warehoused merchandise went to \$10k from a high of several million.

Contributions:

- Implemented a transformation in the way returned merchandise was handled, reduced unsold inventory by 80% while generating \$30 million in revenue.

Distribution Manager

1992 - 1994

HEWLETT-PACKARD, Finance and Remarketing Division

Rejuvenated the distribution process and made it into a show-case facility. In addition was asked led two organizational re-designs for the business. Administered a \$500k budget. Supervised 30. Oversaw the \$200k installation project for an automated storage and retrieval system.

Contributions:

- Cut storage space requirements by one third and cut retrieval time for shipping.

Manufacturing Manager

1989

HEWLETT-PACKARD, HP Australia Ltd.

Melbourne, Australia

Established a \$20 million manufacturing presence in Australia to re-manufacture HP products throughout the Pacific Rim. Developed manufacturing processes to refurbish HP products to meet internal quality and safety specifications while holding costs to 20% of total costs of goods. Researched, evaluated and implemented the first PC-based inventory management system (MRP) for HP.

Contribution:

- Established a new standard for manufacturing worldwide by developing the 1st PC-based MRP system.

Other Positions: Production Mgr, Procurement Mgr, Manufacturing Engineering Mgr, Production Engineer.

ADVANCED TRAINING

Leadership Development, Executive MBA BOSTON UNIVERSITY

Accelerated Development Program, selected as one of 20 high-potential middle level managers from across the company to participate in executive development program. HEWLETT-PACKARD

Professional, cross-company executive development program for mid-level business women
MENTTIUM

EDUCATION

Bachelor of Science, Electrical Engineering UNIVERSITY OF ILLINOIS

PROFESSIONAL AFFILIATIONS

Mentor, Girl Scout Leader, Friends for Youth

Speaker, Logicon, e-Chain, Air Cargo Internet Symposium, The Logistics Institute/Singapore

Author, White Paper; "Industry-Wide Logistics Visibility"

Member and former officer, Institute of Electrical and Electronic Engineers, Society of Women Engineers

LANGUAGE

English, French