



Troops2Logistics
Steering Your Logistics Career

1st Quarter 2021

Sponsor of the Month



Brad Reinhardt, President, LTNA
President, Rockfarm Supply Chain Solutions, St Louis

How and when did you decide to make logistics your profession?

Right after college, I kind of fell into logistics like most of us do. I fell in love with the industry and have never looked back.

What area of logistics do you work in?

My company is a 3PL. We specialize in FTL. We also offer an incredible TMS solution and Customs services.

Within your specific line of work, what function(s) of logistics do you enjoy the most? and the least?

What I enjoy the “most” is the people I meet and that every day is different. In my almost 30 years in the industry, I cannot count how many times I have said, “I would have never thought I’d see that”. It is ever changing. My “least” favorite thing is all the rules placed on overburdened drivers that do not allow them to make the proper living that they deserve.

What are your goals with your career/business?

My first goal is always to keep growing my business to ensure that all the great people that work with me have a good environment to thrive in both professionally and financially. Secondly, I want to keep networking and helping others.

Why did you or your firm decide to be a donor for Troops2Logistics?

I am a huge believer in helping the men & women of our military. Many companies talk about hiring veterans, but few seem to follow through

What do you believe will be some of the best job opportunities in logistics over the next 5 years?

The supply chain and logistics industry touches everything and that will not change. eCommerce and technology lead the field going forward.

What does Rockfarm St. Louis look for in a job applicant?

Personality means the most to us in finding a good applicant. Our systems & training are solid, so making sure the candidate fits into our environment is key.

Is there an industry credential or educational background which would make a veteran candidate more appealing to an employer in your industry?

Logistics is logistics. The military just speaks it in a different language. Translating your knowledge to fit the commercial logistics industry is very important.

Is there anything else you would like to share (words of wisdom) with a veteran transitioning into logistics?

Networking, asking for help, and have a strong LinkedIn page is the most important places to start. Our industry, like most, is all about who you know. Getting your resume to the top of the pile thanks to someone you met is key.

Brad Reinhardt

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Our January Mentor Spotlight



Interview with James Clausell Sr., USMC Retired, DML

Why did you decide to become a mentor for T2L?

Because many don't understand the importance of the field of logistics in the military, government, and private sector. In the military, many look at logistics and as one of those necessary functions with little impact on the main mission. I understand how important a mentor was for me to I want to "pay it forward."

Have you experienced a mentor relationship before this role?

Yes, during my military career; in the private sector; and with high school and college students.

What is your profession?

Traffic Management Specialist for the CDC.

How did you find this current job?

My mentor and OIC mentioned the position was open so I applied through usajobs.gov and was fortunate to be selected.

Are you a veteran or do have a family member who is?

Yes. I'm a retired USMC. My whole family has served. I had a grandfather who served in the Army; one brother in the Army and another in the Navy. Plus, my niece is in the USMC.

I bet she gives her uncles some smack for them not being in the Marines?

Yes, she does every time she sees them at the holidays.

What do you enjoy most about your mentor role?

Giving back. Even though I took off the uniform, I still feel I have the obligation to my fellow veterans.

Do you believe the mentoring with T2L is delivering a valuable tool for transition veterans?

Yes, definitely for several people. I also belong to other organizations which include mentoring and I think focusing on logistics specifically provides a value-added service.

What other actions should the transitioning military take to help with their transition?

Start early. Start preparing yourself even if you decide, at the last moment, to extend. I received job offers I couldn't accept because I started early. Once you decide to leave the military, immediately start engaging and taking the necessary initiatives.

Any final comments?

Pass onto fellow veterans. We are a "band of brothers and sisters" and should always be available to assist one another. If things don't work out at the beginning of the transition, don't take it personally. Remember, one size doesn't fit all when it comes to military skills and civilian job translation.

James Claudell Sr.

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Our February Mentor Spotlight



Interview with Paul Thompson, USA Retired

Why did you decide to become a mentor for T2L?

I have been in previous positions helping veterans navigate the civilian workforce landscape. Being a “sounding board” for my fellow veterans has been a passion of mine.

Have you experienced a mentor relationship before this role?

Yes, with three previous companies and during much of my military career. I currently am mentoring an inbound shipping supervisor.

What is your profession?

Warehouse Management for a fulfillment and distribution company. Our customers are manufacturing and ecommerce firms.

How did you find this current job?

A business friendship became an opportunity to work with this person and their company. It's been a very good decision and a wonderful leadership role with a company that cares about work-life balance.

Are you a veteran or do have a family member who is?

Yes. I'm a retired US Army.

What do you enjoy most about your mentor role?

Training and career coaching.

Do you believe the mentoring with T2L is delivering a valuable tool for transition veterans?

Yes, I do.

What other actions should the transitioning military take to help with their transition?

Begin early and do your research into different career fields. Take advantage of any active-duty programs such as skills-bridge or other

internships. Once you decide to leave the military begin planning and taking care of yourself so you are ready for the transition.

Any final comments?

Learn more about who you are and take initiative. Don't allow your current military command to distract you from your transition period by still demanding your full-time commitment.

Paul Thompson

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Career Spotlight **The Logistics Coordinator** *Gateway Occupation into Operations & Sales Leadership*

- Passionate about excellent customer service by understanding the importance of good communication, planning, and being proactive.
- Understand the different modes of shipping solutions for customers.
- Solid business software skills and basic knowledge of North American geography and road maps.
- Two or more years of college. Courses in the supply chain, logistics, and business are helpful.
- The daily routine is to standard, not time. Reliability is your middle name.
- Thousands of openings nationwide with a variety of third-party logistics, manufacturing, distribution, and freight forwarding firms of all sizes.
- Pay will be from 35k-50k with possible bonuses and the opportunity to grow into account management, operations, or sales leadership. Not uncommon for operations leaders and sales professionals to earn 60k-100k + per year.
- Many firms are willing to train veterans

Our March Mentor Spotlight



Interview with Luke Martin, DOD Contractor

Why did you decide to become a mentor for T2L?

#1, I believe in the cause.

#2, I work for a DOD contractor and am always crossing paths with the military and I understand the value they bring to our company. From user to a vendor, military engagement is a big asset. We owe mentoring to the service member and if I can help and influence their transition in a positive way; I want to be a part of that.

Have you experienced a mentor relationship before this role?

Yes, both with formal and informal mentees. I understand the role of each participant.

What is your profession?

Logistics Subject Matter Expert, on a global basis, for freight management, shipping, contracting, and moving materials in the DOD contractor space.

How did you find this current job?

I was working for a small contracting firm starting in 2004 and with the relationships, I build with other partners and contractors I was recruited into this position in 2007.

Are you a veteran or do have a family member who is?

I'm not a veteran. I have a stepbrother who is a USMC veteran and grandfather who served in WWII.

What do you enjoy most about your mentor role?

The ability to give honest feedback to candidates and their skills, abilities, and what they will face when trying to transition. Veterans deserve our help, so I consider taking time to mentor as a very valuable service. I also enjoy getting to know them on a personal basis and discussing job expectations.

Do you believe the mentoring with T2L is delivering a valuable tool for transition veterans?

It's incredibly valuable for the military person transitioning. #1 It's a platform, for those interested in logistics careers, to understand the military is very different than commercial logistics. #2 It's a mechanism to best prepare the veteran and what they have to offer the employer.

What other actions should the transitioning military take to help with their transition?

Start early before leaving the military. Be extremely open-minded about jobs and companies. The military functions much differently than the civilian world.

Any final comments?

I'm grateful to be part of this organization and my role as a DOD contractor.

Luke Martin

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**Check Out Our Page
for
[Career Tips & Resources](#)**



Troops2Logistics
Steering Your Logistics Career

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Our Vision Statement

Eradicate the transition barriers for veterans seeking a logistics career.



Our Partner



2021 LTNA

National
Conference
Oct 10-12



\$495 per person includes Speakers, Meals,
Tours, Happy Hours, & Fun
Hosted at the new Austin Marriott Downtown
All are Welcome to Attend
www.ltna.org

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