



## JOHN NESS CEO - ODW LOGISTICS

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[www.uarotary.org](http://www.uarotary.org)

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[www.rotary.org](http://www.rotary.org)

For make up locations, check the club web site or call the make-up hotline at (614) 470-1002.



**Phil Glandon** introduced the speaker, **John Ness**, CEO and the majority shareholder of ODW Logistics, and not least, a member of our own Club. ODW Logistics was recently listed by Business First as the largest family-owned company in central Ohio, having just under 1,000 employees. ODW was founded in 1971 by John's father Bob, also a Club member.

John has served on the boards of the Upper Arlington Community Foundation, the Columbus Area Chamber of Commerce, and Junior Achievement. He has served as the chair of the Council of UA Lutheran Church, and he currently serves on the UA Community Center Capital Campaign Committee. He is a graduate of Wittenberg University, where he played football for 4 years. John and his wife Emily have 4 children.

John presented on the current state of the business of logistics, or as he put it: where's my stuff (and why does it cost so much to get it)?

John discussed 3 facets of the increased demand that is putting pressure on supply chains:

The shift to e-commerce, a trend only magnified during the pandemic.

Parts shortages putting pressure on manufacturing production.

Resurging demands for goods, with consumers having more discretionary cash.

John also described 3 cost centers creating challenges today:

**Labor costs:** Labor rates are rising at a rate of 9-12% over the last 2 years, when the normal annual increase has been 2-3%. Supply chains got busier during the pandemic, with only a modest shift of employees from other sectors. There is a shortage of truck drivers in particular, in the range of 60,000-80,000; an aging workforce, a desire for work-life balance and the time, training and investment needed to obtain a CDL are all factors.

**Freight costs:** As to international imports, the last 2 years have been "logistics hell", with port congestion and delays largely caused by COVID, and exacerbated by labor shortages. There has been a surge in imported products during this time, plus container costs are up. Domestic truckload costs have increased too, including recent spikes in diesel prices.

**Real estate costs:** Demand for industrial space has risen all over the U.S.; warehouses are the "new shopping malls". Vacancy rates are down, and there is a lot of capital investing happening, pushing up prices.

John then discussed some solutions, including:

Long term planning, i.e., don't commoditize the supply chain, lest you be subject to its cyclical nature. Instead, build lasting partnerships. Also invest in contingency plans, such as second inventory nodes and multi-port strategies.

Investing in technology. This solution includes using automation in facilities to reduce dependency on a fickle labor supply, plus using technology to optimize freight—fill the trailers—and consolidation of shipments.

Outsourcing to third party logistics providers.

**CLICK HERE** to view this meeting and all previously recorded Rotary meetings

## GREETERS

### March 15

Matt Rule  
Scott McKenzie

### March 22

Telanda Sidari  
Beau Taggart

### March 29

Matt Kirby  
Wade Giffin

## REGISTRATION DESK

### March 15

Keith Schneider  
Jim Hyre

### March 22

Andy Livingston  
Tom Westfall

### March 29

Jim Winfree  
Kevin Brown

## CALENDAR

### March 15 - Scioto CC/ZOOM

Beth Hatch – Director, Upper  
Arlington Public Library –  
“Update on the Library and the  
Library Levy”  
Host: Joe Valentino

### March 22 - Scioto CC/ZOOM

Ohio Lt. Governor Jon Husted –  
Intel and the Impact for Ohio  
Host: Herb Gillen

### March 29 - Raymond Memorial/ ZOOM

Lauren Morosky, Manager of  
Community programs and part-  
nerships for Ruling Our eXperi-  
ences, Inc. (ROX)

## VOLUNTEER OPPORTUNITIES

Submit your volunteer opportunity  
to [herb@herbgillen.com](mailto:herb@herbgillen.com) for inclusion  
in the Rotaryview Newsletter.

## SOCIAL EVENTS

Please submit your social event  
reminder to [herb@herbgillen.com](mailto:herb@herbgillen.com) for  
inclusion in the Rotaryview Newsletter.

## OUR NEXT MEETING

### MARCH 15TH

Scioto Country Club/Zoom

Upper Arlington  
**Rotary**  
Club



## THE MEETING



**Joe Valentino** opened the meeting, which was held in person at Scioto Country Club and also via Zoom.

**Ralph Griffith** provided the invocation and led the pledge of allegiance.

**Mike Zieg** introduced his guest **Matt Backewicz**.

## NOTES AND ANNOUNCEMENTS:



**Milt Lustnauer** thanked members who have given to the effort to support My Very Own Blanket, a charity providing for children in foster care. Our District 6690 is in competition with other Districts in Ohio to provide the most support, in part due to the competitive (albeit constructive) juices of Club member and incoming District 6690 President **Price Finley**. Details on how to give are in the email sent to Club members just before the meeting.

**Joe Valentino** noted that the next Club board meeting will occur next Monday, March 14.

**Joe** thanked **Angela Lanctot** for her ongoing hard work to arrange for good speakers at each Club meeting.

**Don Trotier** gave your editor this ultimatum to share (he didn't say "ultimatum", but that's how your editor is characterizing it): the cart that appears at each Club meeting and contains meeting paraphernalia also has a collection of lost and found items that have been sitting in the cart for a long time. At next week's meeting, Don will put these items out on a table for members to peruse and claim as appropriate. Items not claimed will be disposed of. (FYI, your editor already checked for \$20 bills, or higher denominations, to claim, and didn't find any.)

