

**Course Title: Where You Stand, Depends On Where You Sit – An Examination of Varying Perspectives Between the DOD and Industry**

**Abstract:** This class examines the difference in perspective that the military has on industry and, conversely, that industry has on the military. It is intended to be both informational and entertaining. The class will be led by three retired Army Transportation Officers, who each commanded SDDC Battalions, and now work as Vice Presidents of large trucking or logistics companies, managing their respective government accounts. Each would discuss the difference in their perspectives and lessons learned, based on their time in the military and now in industry, and offer recommendations for how each side should better work together, empathize with, and understand the other. Instructors highlight the notion that “Where you stand, depends on where you sit.” Following the presentations, the instructors will take questions and participate in an inter-active discussion with participants.

**Organization:** Landstar Transportation Logistics, Bennett International Group, Crowley Solutions

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**Instructor(s):****COLONEL(R) JIM UTLEY**

Jim currently serves as the Vice President of Government Services for Bennett International Group, McDonough, Ga.

**CAREER HISTORY**

Jim graduated from and was commissioned a 2<sup>nd</sup> Lieutenant in the United States Army through North Georgia College, Dahlonega, GA in 1988. His first duty assignment was Fort Hood, Texas where he served as a platoon leader, Company Commander, Battalion Logistics Officer and Support Operations Officer while also deploying in support of Desert Shield / Desert Storm and Somalia in support of Operation Restore Hope. Other assignments include Regional Training Team Chief, Readiness Group Jackson, Fort Jackson, SC; Company Commander, Bde S1 and Bde Operations Officer, 7<sup>th</sup> Transportation Group, Fort Eustis, Va; CENTCOM Plans Officer, 598<sup>th</sup> Terminal Group, Rotterdam Netherlands; Battalion S3 and Battalion Executive Officer, 53<sup>rd</sup> Movement Control Battalion, Fort McPherson, GA; Bde S3, 8<sup>th</sup> Transportation Brigade, Commanding General’s Executive Officer and 7<sup>th</sup> Transportation Group S-3, Fort Eustis, VA; Forces Command (FORSCOM) G-4 Executive Officer and Chief of Mobility FORSCOM G4, Fort McPherson, GA; Commander, 840<sup>th</sup> Transportation Battalion, Balad, Iraq; Chief of Operations, United States Transportation Command J3, Chief, Sustainment Division, United States Transportation Command J3, and Chief, East Division, United States Transportation Command J3. In his last assignment prior to retirement, Jim served as the Military Assistant for Deployment and Distribution for the Deputy Assistant Secretary of Defense Transportation Policy. Jim retired from Active Duty on October 31<sup>st</sup>, 2016 after 28 years of service.

**EDUCATION**

Jim holds a Bachelor’s Degree from North Georgia College, is a graduate of the Transportation Officer’s Basic and Advance Courses and a graduate of the Army’s Command and General Staff College. Jim also holds a Master’s of Science Degree in National Resource Strategy from the National Defense University and a Master’s of Science Degree in Logistics Management from the Florida Institute of Technology.



**Bleu Hilburn**

Vice President of Government Services, Crowley Solutions

Located in Jacksonville FL

Bleu Hilburn joined Crowley in August 2012 after completing a 20-year career as a Transportation / Logistics Officer in the US Army. Since joining Crowley, he has led logistics projects to include Crowley's response to Hurricane Sandy, support for Syrian Chemical Weapons Removal, Operation United Assistance (Ebola Response) in Liberia, West Africa and Domestic Trucking support for various Military deployment and sustainment operations. Bleu played an integral role in designing Crowley's Defense Freight Transportation Services (DFTS) Solution, DoD's largest single-award domestic transportation contract. Most recently Bleu managed Crowley's support to FEMA and USACE in their Hurricane Maria Response and Recovery efforts, consisting of the delivery of over 16K TEUs and over 50K utility poles.

Bleu holds a Bachelor of Science degree in Marine Transportation from the United States Merchant Marine Academy, an MBA; and is a graduate of the Army's School of Advanced Military Studies (SAMS). His key Military assignments include Battalion Commander, 832<sup>nd</sup> Transportation Battalion (SDDC), Jacksonville, Florida, 2010-2012, where he was responsible for all Military surface transportation in Florida, the Caribbean, and South/Central America; Director of Logistics, for Special Operations Command South (SOCSOUTH); Division Transportation Officer; and Logistics Plans Officer, 10<sup>th</sup> Mountain Division (CJTF-76) Afghanistan.

Bleu is a member of the Board of Directors for IbisTek-Crowley, an indigenous Ghanaian Joint Venture supporting the Oil and Gas Sector, West African Economic development, and AFRICOM Logistics Requirements. His current role focuses on Crowley's Transportation and Logistics Support to the US Government to include HA/DR and Expeditionary Operations.



**Michael J. Cashner**

Landstar Transportation Logistics  
Vice President – Government Services  
Jacksonville, Florida

Mr. Michael J. Cashner serves as Vice President - Government Services for Landstar Transportation Logistics, Inc. In this role Mr. Cashner directs and coordinates all operations, sales, and marketing activities related to federal, state and local government agencies.

Mr. Cashner, a retired Army Colonel, has more than 30 years of international experience in transportation logistics management including distribution and supply chain planning, and operational execution. Before joining Landstar in August 2013, he served as the Chief Military Advisor to the Deputy Assistant Secretary of Defense for Transportation Policy. Prior to that, Mr. Cashner served the United States Army as the Deputy Division Chief in the Force Projection and Distribution Division. During the course of his Army service, he served as commander of two Surface Deployment and Distribution Command (SDDC) units: the 831<sup>st</sup> Transportation Battalion, and the 956<sup>th</sup> Transportation Company. Mr. Cashner also served in multiple overseas assignments including Germany, Bahrain, Qatar, Kuwait and Afghanistan.

Mr. Cashner earned his BA in Communications Salisbury University in Salisbury, Maryland, and later, a Masters of Strategic Studies at the Army War College in Carlisle, Pennsylvania. His military education includes the

Command and General Staff College at Ft. Leavenworth, Kansas, and the Advanced Program in Logistics and Technology (LOGTECH) at Kenan-Flagler Business School at the University of North Carolina, in Chapel Hill.

He lives in St. Augustine, Florida, with his wife Kathy and their two children.

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