As this challenging year of Covid-19 continues, we are doing our best to conduct the Pathways program in a virtual yet intellectually stimulating manner. First, big thank you to two new sponsors for this academic year – Deloitte and Norfolk Southern.

On September 21, we had a virtual event with representatives from Williams Sonoma (Thanks to Ernest Esparza and Kendra Welter). Kendra and Ernest presented an overview of Williams Sonoma brands, store network and ecommerce operations. Remarkably, sales have remained roughly constant despite the rash of store closing as much of the U.S. was in lockdown through the spring. Williams Sonoma online sales increased by roughly 80%. Kendra Welter also described the returns operations for Williams Sonoma and several innovative programs designed to increase sustainability.

Eric Mundt (Fisher MBA alum), Mark Cottelee, Rachel Thorne, Michelle Davis and Ritu Saxena discussed Deloitte’s consulting operations. With over 100 thousand professionals working in over 100 countries the practice has annual revenues of over $18 Billion. With particular emphasis on the Supply Chain & Network Operations (SNCO) practice, the Deloitte experts discussed strategies for evolving from supply chain to a digital supply network. In addition, the panelists discussed Diversity, Equity and Inclusion initiatives at Deloitte which has been ranked a top 100 best workplaces for diversity by Fortune.

On October 12, our second virtual event included new sponsor Norfolk Southern as represented by Stefano Rieppi. Norfolk Southern maintains and operates a network of over 19,000 route miles with 24,000 FTE employees of which 8,000 work on the trains. The company processes 7.6 million shipments with over $11 Billion in revenue per year. Amazingly, many trains are over 1 mile long, pulling over 130 cars and weighing over 20 million pounds. Stefano described the benefits of trains versus trucking in terms of greatly reduced emissions, with many shipments being processed as Intermodal – i.e. a combination of train and truck.

Encova has over 1200 associates and sells insurance through over 2,000 independent agents in 28 states and the District of Columbia. Annual premiums are over $1 Billion, with a surplus of $1.46 Billion and assets of over $4.1 Billion. The scholars received an overview of Encova’s history since the founding of Motorists Insurance in 1928, as well as a summary of the business model for a mutual insurance company presented by Ralph Smithers, Assistant VP, Diversity & Inclusion.
We thank all of our corporate partners! In a somewhat slow move down the learning curve, the October 12 session was recorded on Zoom – please feel free to check it out using the following link:

**Oct 12 – Norfolk Southern and Encova**

In addition, please see below for some pictures from the event. Our next event will be November 9 with representatives of Chase and Sherwin Williams. Please remember to VOTE!

Mi Kyong Newsom, PhD, Program Leader (Newsom.25@osu.edu)
Ken Boyer, PhD, Program Leader (Boyer.9@osu.edu)
Jill Treece, RN, MBOE, Program Leader (treece.21@osu.edu)

The below is an “attempt” at doing the Classic OHIO. Apparently Zoom records different than it looks on host’s screen?!
We transport …

CONTAINERS AND TRAILERS (INTERMODAL)

- Freight of All Kinds (FAK)
- Domestic or international
- Double-stacked for high efficiency
- In partnership with trucking
- The biggest growth area
- Covid-19 major growth factor

Encova Insurance

- Founded in 1928 in Columbus as Motorists Insurance
- Grew through affiliation and mergers, including Brickstreet Insurance in 2017
- Rebranded to Encova in 2019
- Auto, Home, Business, Life and Workers’ Comp Insurance
- Mutual Company (owned by policyholders)
- Independent Agency System Distribution