



**Transportation Intermediaries Association  
Representing the Third Party Logistics industry**

**FOR IMMEDIATE RELEASE**

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**Transportation Intermediaries Association releases 2010 3PL Industry Compensation Report which details base salary and total compensation as well as fringe benefits**

Alexandria, VA – June 7, 2010- Transportation Intermediaries Association’s 3PL Industry Compensation Report provides invaluable information about how logistics firms are organized, how they compensate their employees by position, and provides information by position and geographic region. The companies that participated in the survey represented the complete spectrum of the 3PL industry and were selected from across the nation so as to be sure to include regional pay scale information.

The survey included 18 jobs of which 14 were management type positions and 4 were sales positions. Information was gathered about benefits for Executives, Managers, Salaried Employees, Sales/Commissioned Employees, and Part-Time Employees. The companies surveyed had combined sales revenue of almost \$2 billion and comprised over 2,500 full-time employees. A number of different compensation programs were examined to ensure across the board inclusiveness.

The report contains detailed findings broken down by job description and included fringe benefits as well as base salary and total compensation. The report also addresses types and level of incentives used within the industry

“The 2010 TIA 3PL Compensation Report is an essential tool for any 3PL owner that wants to attract and retain employees and agents in the highly competitive 3PL employment environment,” said Robert Voltmann, President and CEO of TIA.

“Today’s 3PL industry is national in scope and it is imperative that 3PL owners know how competitors are compensating their staff. Your business may not compete for customers but you certainly compete for employees and agents. Without the TIA 3PL Industry Compensation survey, you are entering that competition with a blindfold on,” said Voltmann.

Copies of the TIA 3PL Industry Compensation Report are available for TIA members for \$150 and \$250 for non-members. To purchase a copy of the survey, contact Cindy Amos, TIA Director of Education and Meetings at (703) 299-5710 or [amos@tianet.org](mailto:amos@tianet.org).

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