

TERMINAL OPERATIONS MANAGER



Managers Reported: 213
Total Companies Reported: 273

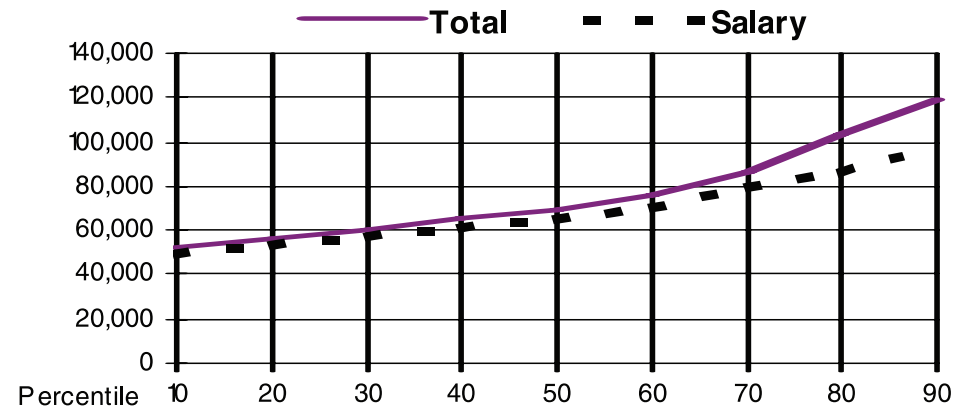
Massive industry specific response means your job titles will get maximum and highly relevant coverage.

We cover Salary, bonus, total compensation on all management positions. Variables and total compensation on drivers.

Plans, directs and controls the freight operations of a terminal in line with company objectives for profit and service. Coordinates the work of terminal activities by assigning responsibilities and supervising terminal personnel in such areas as pickup and delivery, operations, dock operation, inbound and outbound operations.

	Salary	Bonus	Total	Auto	Perquisites	Stock	Cash	Share
% Receiving	100.0 %	55.9 %	100.0 %	23.5 %	0.9 %	2.6 %	1.8 %	0.7 %

Weighted Average	70,326	13,857	78,570	6,438	1,305
High	129,000	50,000	164,790	15,000	2,400
Low	33,750	150	33,750	1,050	210
10th percentile	49,520	2,639	52,412	3,780	-
25th percentile	55,000	4,704	59,280	5,000	-
50th percentile	65,174	10,000	70,000	5,880	-
75th percentile	84,297	22,989	92,516	7,155	-
90th percentile	98,364	28,074	118,908	10,650	-



Great detail. 8 points in the range reported for all titles, and graphical representation of the full response.

This sample is pulled from our 2008 national report. Full reports available rolled out by region, sub-industry, company size, union status and ownership status. For assistance interpreting the data in this sample, or for more information regarding available reports please feel free to

call 905-278-2751 or 877-282-3766. Or email the projects director at sharrington@cernoresearch.com