



**DON HORNING**  
YRC Worldwide  
Group Vice President

Don Horning is Group Vice President, YRC Worldwide Transportation and Logistics Solutions. He was named to his current position in 2008 and has responsibility for a \$600 million sales division with 10 direct reports and 125 professionals in 14 western states. Horning joined YRC Worldwide in 2006 as the Vice President, Corporate Accounts for Roadway. Before joining Roadway he served in a variety of global, national and field sales leadership positions. These include four years as Vice President of Sales for Integres, a provider of Web-based airfreight forwarding and logistics services, and one year as Vice President of Sales for Arzoon, a provider of integrated logistics and global trade management technology.

His career also includes various management positions at: FedEx, including Corporate Director of worldwide services with global responsibility for accounts in the high-technology sector, Emery Worldwide, where he worked in field sales and field sales management, and UPS, where he served in operations management and industrial engineering capacities. Don holds a bachelor of arts degree in political science from UCLA.

