



Curriculum Vitae

David G Dwinell, Master Broker

Transportation Expert

Education

Bachelor of Science, Political Science, Wisconsin State University, Whitewater, WI
Graduate school work Northeastern University, Chicago, IL

Professional Development

National Graduate University - *"Principles of Grant & Contract Negotiation"*

Stone Management Seminar - *"Reducing Freight Costs"*

University of Wisconsin, Dept. of Engineering Extension - *"Land Planning"*, *"Transportation Brokering Management"*, *"CPM/PERT-Critical Path Method Workshop"*

Trained for reporting, deposition, and testimony by SEAK and FEWA

Accepted as an Expert by ATLA and DRI

Present Experience

President of QT Investments, Inc., an Arizona Corp., divisions: www.davidgdwinell.com, a transportation consultancy, www.loadtraining.com, www.loadcator.com, www.brokerofficetraining.com. Principal in Qwik Truk, broker agency for Advantage Transportation, Inc.

Previous Experience

Federal Service: HEW & HUD, Vice President of Worldwide Distribution, Prime Electronics-PRB Corp.

Owner/President of QWIK TRUK, Inc., Motor Carrier/Broker, MC#166998, sold to Paclease, Waukesha, WI

Owner/President of QTI, a Service Corporation, Inc., a property brokerage, sold 1999

Owner/President of Carrier Information Exchange, Inc., a licensed brokerage, sold to Advantage Transportation, St. Paul, MN in 2003.

Speaker and Teacher

Lead seminars and classroom instruction for transportation entrepreneurs, weekly since 1987.

Considered an "expert" and allowed for testimony by the U.S. Department of Justice.

Lectures and consults on current surface transportation market economic conditions to think tanks and fund managers beginning 2001.

Inventor/Creator of new ways of doing business

The Nation's first freight auction website, www.backhauler.com, where shippers can name their own "freight rate". Sold the trademark "Backhauler" to Advantage Transportation, St. Paul, MN in 2003.

Logistics Bank, the Nation's first transportation broker/agent co-op network. Author of LoadPilot.com, an online broker/agent operations software. Operational programming for future truck capacity coordination online network.

Qwik Truk "Pegasus Reservation System", a truck capacity coordination program providing truck capacity coordination to the trucking industry equivalent to services such as "Apollo" or "Sabre" reservation systems in the airline industry, (The Pegasus Project was funded via the venture capital fair at the University of Wisconsin, Graduate School of Business). Assisted in 5 other venture start ups attempting the same goal, and consequently know more about the marketing of truck capacity coordination systems than the market.

Started the Nation's first transportation brokering school for transportation professionals in 1987. Currently licensed by the State of Arizona Department of Private Post Secondary Education as Broker Office Training, AZ License #V1064, azppse.state.az.us. This school is accredited for granting the Journeyman Broker Certificate or Master Broker Certificate. School is listed by the ATA as a source of brokering information.

Author

Articles: Roadstar Magazine serialized “Ask Mr. Broker”. Heavy Duty Trucking, “Choosing A Reputable Broker”. Pro Trucker, Overdrive. Movin’ Out Magazines “The Need to Require Broker Escrow Accounting”. Opinion most recently published by American Trucking Association (ATA) magazine Transport Topics issue May 29, 2006, “Broker Contracts Disputed”.

Transportation Textbooks: Broker Operations Manual and Guide to Understanding Brokering, 49,000 text sets in circulation. Publisher since 1987 of the Backhauler Start Up Directory from 1987 to 2003, A Guide to Brokering Freight, and Guide to Higher Paying Freight.

Professional Membership

Association of Transportation Law Professionals - www.atlp.org
Roundtablegroup.com adjunct faculty - www.roundtablegroup.com
“The Society of Industry Leaders”, Vista Research, a div. of Standard & Poor’s
“Primary Insight”, div of Bear/Sterns

Additional Related Experience

Qualified to render opinions after personally presiding over 90,000+ transportation purchases between authorized & insured motor carriers and shippers of goods throughout North America.

Presided over the market quotation, receiving orders, searching and soliciting transportation, credit qualifying shippers, qualifying for credit from motor carriers and in turn qualifying the suitability of the motor carrier for cargoes, managing the A/R & A/P and cash flow of \$94 millions plus in brokering revenue.

Adjudicated claims pro se for cargo overage, shortage and damage, as well as hidden damage, and re-consignments, on thousands of occasions.

Created and/or drafted numerous transportation contracts between shipper & customer, vendor & shipper, shipper & broker, shipper & motor carrier, motor carrier & broker, motor carrier & motor carrier.

Negotiated terms and freight rates for thousands of transportation contracts. Terminated contracts.

Provided accurate transportation market pricing and supply and demand predictions.

Retained 4000+ transportation clients regarding consulting services; involving traffic management, logistics alternatives, brokering as a licensed broker, and truck broker, business marketing and sales, geographic development and economic issues.

Experience in qualifying, hiring, and terminating drivers as employees and owner/operators.

Evaluated safety programs for motor carriers and insurance programs for transportation providers, trucking and brokering, and transportation buyers.

Conducted talent searches and qualified individuals for traffic managers and for other specific applications.

Given opinion in defense and plaintiff issues: criminal trial, personal injury lawsuit, transportation contract litigation, attorney case preparation consultation, and economic and current surveys of customary transportation practices for lawsuit.

Actual character and case references are provided for legitimate attorney inquiry received on letterhead. Attorneys may not list me as a “potential expert witness” without written permission and payment of the \$5,000 retainer fee. Service fees start at \$350/hour. Public speaking fee by quotation.

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