

Course Title: The Maritime Industry multimodal transportation evolution

Abstract:

The Maritime industry has evolved from delivering product to a port to providing multi modal delivery to points inland. In response to customer demands, ocean carriers have developed, teamed, and acquired assets in other modes of transportation to provide a seamless delivery of cargo to customers in austere and unfavorable environments. This panel will provide a discussion on what external market forces made the Maritime Industry expand their multimodal transportation offerings, how the Maritime Industry’s multimodal product expanded, and what was the process they took to add multimodal capability.

Organization: Liberty Global Logistics

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Dave DeBoer is Manager US Flag Sales for Liberty Global Logistics (LGL) an American owned and crewed Ro-Ro carrier in the U.S.-International trades and an Adjunct Professor of Transportation & Logistics at American Military University (AMU), the nation’s largest provider of education to the U.S. military offering undergraduate and graduate programs.

Dave’s area of expertise includes sales, marketing, and logistics. Focused on developing and delivering port-to- port and end-to-end transport solutions for militaries, U.S. Government and its various agencies including Export-Import Bank, US Agency for International Development (USAID), and Department of State.

Dave’s extensive commercial transportation and Logistics background include previous positions as General Manager US Flag Sales for American Roll On Roll Off Carrier (ARC), an American crewed Ro-Ro carrier in the U.S.-International trade. Sales Director, Government & Defense for Panther Expedited Services, Inc., a premium logistics company, VP Sales at Inchcape Shipping Services (ISS), a global maritime services company and American President Lines (APL), a global transportation and logistics company engaged in shipping and related businesses.

Educational accomplishments include a Masters in Project Management from Keller Graduate School of Management, a B.S. Marine Transportation from the United States Merchant Marine Academy (USMMA), and a Certificate from the Association of Ship Brokers and Agent (ASBA) in Ship Brokering & Chartered Vessel

Active in several Industry/Government associations including holding several club officer positions. Positions including member of Board of Governors for The Propeller Club of the United States-WDC Chapter, Past President, National Defense Transportation Association-WDC Chapter (NDTA) and member of National Logistics Sub-Committee for The National Defense Industrial Association (NDIA). Other activities include more than 15 years coaching basketball at the AAU, middle and elementary school level.

Dave DeBoer resides in Haymarket, VA with his wife Rhonda and sons Jeremy and Ethan.

Captain Owen R. Clarke (USMM)

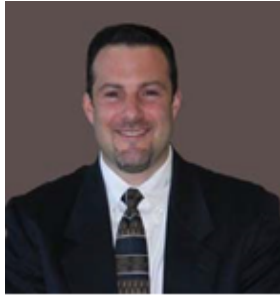


Owen has been with Crowley Maritime Corporation since 2011 as Director Government Business Development in the Washington DC Office. He works with all Crowley business units to develop transportation, and logistics solutions for US Government customers including disaster response operations in the US and West Africa.

Prior to Crowley, Owen was Program Manager for NAVSEA’s Sealift R&D Program that focused on development of future Sealift, Seabasing, and JLOTS capabilities.

He is a former Military Sealift Command (MSC) master with experience aboard fifteen ships and holds an M.B.A. from the University of Chicago Booth School of Business and a B.S. from the Maine Maritime Academy

David R. Minetti, Executive VP Commercial Operation Liberty Global Logistics



Mr. Minetti is a highly experienced Operations and Logistics Executive with over 27 years of experience in international shipping and logistics in the Maritime Industry. His broad Operations and Logistics background includes Port, Terminal, and Stevedoring Operations, Vehicle Processing, Labor Relations, Cargo Quality, Lean Management and Six Sigma Methodologies, Trade Management, Trade Performance & Analysis, and Logistics Management.

Mr. Minetti joined Liberty Global Logistics (“LGL”), an international multi-modal marine transportation and logistics company, in 2015. He is member of the Executive Team, which is responsible for planning and executing the company’s strategic business objectives.

Prior to joining LGL, Mr. Minetti spent his professional career with Wallenius Wilhelmsen Logistics (“WWL”), one of the largest Global Roll on/Roll off Shipping and Logistics companies in the world, operating over 60 vessels globally. At WWL, he held several key Executive Leadership positions contributing to the companies continued growth. He is well experienced in International Trade Management and Operations, having spent much of his career traveling abroad, pursuing emerging market opportunities, developing new trade lanes, and championing new and innovative ways of working.

Mr. Minetti was born in New Jersey. He received a B.S. in Marine Transportation and Business Administration with a Minor in International Business from the State University of New York Maritime College in 1991. He obtained his Third Mate License with the U. S. Coast Guard and was honorably discharged as a Lieutenant from the United States Navy Reserves, after serving an 8 year term. Mr. Minetti attended The International Institute for Management Development Business School (IMD) in Lausanne, Switzerland where he furthered his education in Executive Leadership Development

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