

CURRICULUM VITAE

PERSONAL INFORMATION:

Family name Spallarossa
Name Luca Elio
Born Genoa (Italy)
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EDUCATION:

- Proficiency Certificate in English, Upper level, Cambridge University , 1966
- High School Diploma "Liceo Classico Statale A.D'Oria" , Genoa , 1969
- Shipping Agent (Agente Raccomandatario Marittimo) per law 135, 1977

TRAINING AND SEMINARS ATTENDED:

- 1974/1980, participation to training courses and seminars organized by Genoa's Chamber of Commerce, The Association of Ships' Agents , ENFAPI, on general transportation issues;
- 1977: participation to "Seminar on Cargo Handling", Klekken (Norway), Capt Markussen.

PROFESSIONAL CURRICULUM:

1972 - 1981

- He started to work in the family company "Sebastiano Spallarossa" s.r.l. Genoa, specialized in port handling, stevedoring, container leasing, supply of lashing/bracing materials. The group of Companies has been operating in shipping for 7 generations
- He founded in Genoa "Container Leasing Agenzia S.r.l. "as partner of Clou Containers, Hamburg and appointed Managing Director. The activity was container leasing.
- Member of the Board of Genoa's "GI.BI.SPED S.r.l.", international freight forwarders.
- As Director of "Agenzia Marittima Spallarossa" he finalized an agreement with the U.S. Government for the supply of husbanding agency services to the warships of the US 6th Fleet of the Navy in several Ligurian Ports.

1982 - to date

At the foundation of "Agenzia Marittima Trasatlantica S.p.a." in Genoa (partnership between "S.Spallarossa S.r.l." and Compania Trasatlantica Espanola S.A. Madrid) he was appointed Member of the board and director of sales, with responsibility on the Livorno/Milano branches and on the sub-agents. In this function, he fulfilled the tasks of the General Agent:

- Contacts with the represented shipowners
- Finalization of transportation contracts with forwarding agents and shippers
- O/b/o of the Principals, participation in the Marine Conferences (SEUSA, Accordo Merci Messico, Columbus Agreement Italy, Puerto Rico, Mepacol Magellan Conferences)
- Management and coordination amongst Genoa's headoffice and the other offices, of sales, administrative, financial activities, personnel management, purchases;
- Contact with the concerned category associations (Ship Agents' Association, Forwarding Agents' Association, Foreign Trade Association and others);

In march 1993 he was appointed Regional Chairman (Italy) of the South Europe USA Conference (Formerly W.I.N.A.C. , renamed South Europe American Conference), Genoa, a shipping conference governing liner traffics between the Mediterranean and the U.S.A. ;

- In Jan 1997 he was appointed Westbound Director of the conference, with responsibility of the Westbound markets from Italy/France/Spain/Portugal to the United States.

The main functions performed in this position were:

- design and implementation of the owners' agreed policy;
- relationship with shippers finalized to the conclusion of transportation contracts;
- coordination of the Genoa main office and those of Madrid ,Marseilles and New York
- contacts with authorities, shippers' councils, shipping agents, forwarders' associations;
- contacts with new ocean carries finalized to increase membership in the conference;
- legal matters concerning U.S. legislation, relationship with the Federal Maritime Commission also through the American counsel based in Washington D.C.;
- filing, enhancement, updating of tariffs (freight, rules, inlands, service contracts)
- organization, preparation, follow up of meetings at all levels (pricing, executive, owners)
- financial responsibilities, personnel hiring/dismissal, bank guarantees by membership, balance sheets of Genoa/Marseilles/Madrid offices, budgets and budget follow ups.

In December 1997 he was appointed Director of Sales of R. Queirolo S.r.l., an international freight forwarding company specialized in seafreight and airfreight.

In January 2000, after the takeover by Interglobo Morra of R. Queirolo & C. he was appointed by the new company, Interglobo Queirolo S.r.l., as Director of Sales.

In December 2003 he was hired by Aprile S.p.A., an International Freight Forwarder - worldwide head office in Genoa, offices throughout the world, as Director, Key Accounts. He is currently consultant for this Company

He is member of the Board of Associazione Spedizionieri del Porto di Genova, the Association of the Freight Forwarders in Genoa (Spediporto) www.spediporto-genova.com

He is Vice President of Spediservices SrL, Genoa, the operational company of Spediporto. In this function, he represented, inter alia, the Association at the following major international events:

- Transport Logistic 2008 in Shanghai, PRC and 2009 in Munich, Germany
- Fiata World Congresses : 2008 Vancouver, 2009 Geneva, 2010 Bangkok
- Business Mission India Italy, December 2009 Delhi and Mumbai
- CEMAT INDIA www.cemat-india.com Mumbai, December 2010
- Seatrade Miami, Florida, www.cruiseshippingmiami.com, March 2011

He represented Spediservices in a project, together with the Genoa Port Authority, ICE (the Italian Government Trade Commission) and Simest Rome (the operative company of the Italian Ministry of the Economic Development), for the creation of logistics platforms in the Tianjin East Port, PRC and in the port of Nhava Sheva, India.

He is member of the Board of FEDESPEDI Milano, the Italian Federation of the Freight Forwarders www.fedespedi.it.

He represents Fedespedi in the Maritime Logistics Institute of Clecat Brussels www.clecat.org the European Association for forwarding, transport, logistic and customs services

He represents Confetra, Rome www.confetra.it (the Confederation of the Italian Transportation Associations) in a group at the Ministry of the Economic Development, Rome for the enhancement of trade between PRC and Italy-

He is currently an independent consultant in logistics, dba **GLOBAL LOGISTICS ADVISORY**.

He is credited as trainer in logistics/transportation with the following private and public organizations

- Italian Trade Commission Roma www.ice.it
- AS.FO.R. Genoa www.asfor.info
- CFLI Genoa www.cfli.it
- ASSEFORM Genoa www.asseform.genova.it
- I.A.L. Liguria Genoa www.ial.liguria.it
- Scuola Nazionale Trasporti e Logistica, SNT La Spezia www.scuolatrasporti.com
- Eni Corporate University, San Donato Milanese, Milan
- Accademia della Marina Mercantile, Genova www.accademiamarinamercantile.it
- The Genoa Association of Ships Agents and Brokers www.assagenti.it
- GE MA Gestioni e Management, Roma www.gema.it

Training experience

2009

January - IAL Genoa trainer in a course for GLOBAL FORWARDER, 24 hrs training

2010

June - ICE, Campobasso, trainer in a course for FREIGHT FORWARDER, 16 hrs training
December - ICE, Bari, trainer in a course in Transportation and Logistics, 4 days, 8 hrs per day

2011

Jan –feb - IAL Genoa ,trainer in a course for FREIGHT FORWARDER,25 hrs
Feb - aug -ASFOR Genoa, trainer in a course for FREIGHT FORWARDER,40 hrs
April -ICE , Sulmona ,trainer in a course for Logistics,8 hours
May -SNT La Spezia, trainer in a course for Transportation, 8 hours
November -SNT La Spezia, trainer in the “Training project for New Al Faw Port” Iraq, to Iraqi trainees, 16 hours in english

2012

January - Eni Corporate University ,Milan o/b/o GEMA Roma in a course for ocean and air freight logistics ,2 days
February -ACCADEMIA della MARINA MERCANTILE ,Genoa trainer in a course for SHIPBROKER 24 hrs
Feb June -ASFOR Genoa trainer in a course for FREIGHT FORWARDER,49 hrs
March June - ASSEFORM Genoa trainer in a course for FREIGHT FORWARDER,45 hrs
May –June - CFLI Genoa trainer in a course for FREIGHT FORWARDER,38 hrs
April May - SNT La Spezia, trainer in the “Training project for New Al Faw Port” Iraq, to Iraqi trainees, 10 hours in english

Foreign Languages

- English at mother tongue level
- Spanish at mother tongue level
- Notions of French and Portuguese

Genoa, July 2012