



Curriculum Vitae

David G Dwinell, Master Broker

Education:

Bachelor of Science – Wisconsin State University; Whitewater, WI

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 United States Justice Department Prosecutor.

Present Experience:

Owner, QT Investments, Inc., an Arizona Corp; holding company, first incorporation, Florida 1981, Managing partner; Truckalocity, LLC; Managing partner, LoadTraining, LLC; Managing partner LoadsHome.com, LLC.

Previous Experience:

Federal Service: HEW & HUD, VP of Worldwide Distribution of Prime Electronics, PRB Corp. to 1977;

Start up: QWIK TRUK, a Motor Carrier, MC#166998, Authority sold to Peterbilt dealership/Waukesha, WI 1985, Maintain QWIK TRUK the brokerage until 1986/ sold to Start up to QWIK TRUK/Pegasus Reservation systems 1986

Start up; of QTI, a service corp., Inc. 1987 a Licensed Property Brokerage, sold interest to investors; 1999

Start up; Carrier Information Exchange, Inc., license brokerage, sold/ Advantage Transportation, in 2003

Startup; Truckalocity.com Licensed Broker MC 360363-2010.

Current Activity; Lecturer/Teacher/Broker:

Lead seminars/ classroom instruction for transportation entrepreneurs, training others weekly since 1987, in 6 cities in the USA. Uses Brokerage as a classroom to assist transportation entrepreneurs start up and succeed in brokering

Lectures and consults on current surface transportation market economic conditions to others beginning 2001. Provides forensic expertise-defense or plaintiff.

Inventor/Creator of new ways of doing brokering business:

QWIK TRUK “Pegasus Reservation System” – A software that coordinates truck capacity into the future equivalence to airline reservation systems The Pegasus Project was funded via the Venture Capital Fair at the University of Wisconsin, Graduate School of Business 1987. Started the nation’s first “Transportation Brokering School” textbook reading & *Hands-on* training in a working transportation provider, designed for transportation professionals. School has been in continuous operation since 1987. Licensed/ State of Arizona, Dept of Private Post Secondary Education to operate the brokering school, License # V1064. Using marketing experience gained, started up- MT Exchange, a Wisconsin partnership, 1988, assisted Al Jubitz, in creation of DAT svcs; now Transcore.com; an electronic trucking capacity billboard 1989

Creator of QTI, a service corporation, Inc. of New Berlin, WI

Creator of CIE a transportation broker with an Agent Network. 2001 offering Nation’s first freight auction website, Sold CIE and the trademark “Backhauler Directory” to Advantage Transportation, Eagan, MN in 2003

Creator of LoadsHome.com, the nation’s first “TruckBoard”; coordinating trucking capacity into the future; 2007

Author:

Publisher of the Backhauler Directory from 1987 to 2003,

Guide to Understanding Brokering, © 1987 and 2009

Transportation Brokerage Operations Manual © 1987 thru 2012

Articles: Syndicated, “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”. Speech:

Addressed the American Trucking Association May 2007 Safety and Loss Prevention Management Council, Orlando, FL. .

Professional Membership:

Association of Transportation Law Professionals – www.atlp.org,
American College of Forensic Examiners;

Additional Related Experience:

Qualified to render opinions, having the experience of creating a trucking company QWIK TRUK & brokerage of the same name and the business conflicts inherent to one ownership 1981 thru 1985 and created and closed 2 trucking co. since. 30 years of Trucking and brokering experience having personally arranged in excess 100,000+ transportation movements; Brokered to authorized/ insured motor carries on behalf of shippers throughout North America; provided sales, market quotation, orders for service, searching/matching carriage, credit qualifying shippers, qualifying for credit from motor carriers and in turn qualifying carrier for cargoes, managing the A/R & A/P and cash flow of \$107 million 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 & 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/operations. Experienced in creating and managing safety programs for motor carriers and insurance programs for transportation providers, Conducted talent searches and qualified individuals for traffic/purchasing managers and 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 lawsuits. Matriculated over 18,000 transportation individuals to a Master Broker® Certification, assisting in their business plan development and business start up. Compiled data of transportation brokering events, freight rates, freight volumes, and market conditions since 1984. Created specific broker knowledge and procedures from experiences and developed textual materials for training purposes, written, DVD Seminar presentation, online testing of Certification applicants, developed curricula and brokering operations procedures, Training materials accepted by State of AZ for vocational matriculation purposes.

The expert (David G Dwinell) is first and foremost an academic, teaching in his own school, using textbooks he has authored, and secondarily a licensed transportation broker. The retaining fee charged in this case, is based on the expert's normal income lost in time away from his teaching avocation and/or business operations.

The expert is being retained to educate the trier of fact only. Retaining party is aware of the limitations in the Expert position and Expert opinion, and is obligated to inform their client of the Expert opinion limitation. The expert will not be an advocate for the retaining plaintiff or defense client case, but will be an advocate for his opinion only.

The expert is not retained to persuade the trier of fact but to illuminate information not readily available or common practice in the transportation industry. The expert is being paid by the retaining attorney even though the client is ultimately responsible for paying the Expert fees and costs to render an opinion. Contract to your specifications, available on request.

Actual character and case testimony references are provided for inquiries received on Attorney's letterhead.

David G Dwinell, Master Broker

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