

A life as a forwarding agent

Luca Spallarossa opens the heavy and dusty book of his family memories.

Before him: a future as shipping advisor

A life as a halfback can lead - at most - to the victory of a football world cup. A career as a forwarding agent, on the contrary, leaves an ocean of memories and many professional satisfactions, on the quays of all over the world.

Currently, Luca Spallarossa is one of the leading persons in the shipping industry. His family has been working in the port of Genoa for seven generations, investing in different fields: shipping agencies, equipment, transportation, container leasing, stevedoring (the first and main activity, which started in the second half of the XIX century).

“I was very young when I began to travel to England. In 1965 in Le Havre, I boarded the m/v *Aurelia* to New York, where I had the chance to improve my English and to plan the start up of my professional career” Spallarossa recalls, now, that he has just been confirmed as a member of the the Genoa Association of Freight Forwarders (Spediporto) board of directors and Vice-President of Spediservices srl. “In 1971 I began to master the secrets of stevedoring on the *Lloyd Triestino Aquileia* vessel, berthed in Genoa and coming from the India-Pakistan Line. In the following years, I dealt with the handling of break-bulk cargoes while working for my family’s company, Sebastiano Spallarossa S.r.l. – which has been one of the leading companies in the field of stevedoring since the beginning of XX century in Genoa”.

The year 1963 has been the record year for the handling of cargo managed by Spallarossa’s stevedoring company: a hundred thousand goods handled per single month. During those years the company – after working in the field of fruit traffics and signing an agreement with Jack Clerici – reached a staff of almost 300 employees.

Luca Spallarossa’s professional career moved forward in the 70s with the opening of *Container Leasing Agency* (dealing with ocean container leasing), then in 1982 when *Agenzia Marittima Trasatlantica Spa* was created, becoming the first example of joint venture between a state owned ocean carrier (*Compania Trasatlantica Espanola SA* of Madrid) and a local shipping agent.

“In those times, this agency was a real innovation, which has been successful for ten years before the globalization and the Far-East competitors would radically change the ocean shipping environment” Spallarossa continues. In 1993 he became Regional Chairman of the South Europe USA Conference (formerly WINAC) and later Director of Sales of R. Queirolo (in 1997) and of Interglobo Queirolo. From 2003 to 2008 he has been Director Key Accounts for Aprile S.p.A., an international Freight Forwarder where he is currently working as shipping consultant. “In the meantime, I have been appointed vice-president of Spediservices Genoa (the operative company of Spediporto, where we are developing an ambitious internationalization project which aims at creating logistic platforms in China and India”.

After acquiring the know-how of the world of shipping and logistics, today Luca Spallarossa offers his expertise as a shipping expert and is willing to put his experience at the disposal of new generations. “Recently, I held a course called Global Forwarder, which was organised by IAL-CISL (a public training organisation in Genoa) in order to introduce unemployed people to the field of transports. Besides being assigned different tasks at Aprile SpA and Spediporto-Spediservices, I am currently involved in new projects of collaboration which will play a central role at the national level” states Spallarossa, expressing his point

of view regarding the present condition of shipping and logistics. "I agree with who said that the small freight forwarder will be able to react because he has got a solid basis. Today, of course, small-medium sized forwarding agencies have carved out market niches, offering high value added services. They represent the tailor-made solutions which are unlikely to be assured by multi-national international logistic operators".

Nicola Capuzzo