

## 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 Leghorn/Milan 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, procurement;
- Contacts with the concerned 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 January 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 carriers 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.

From 2003 to 2017 he was hired by Aprile S.p.A., Genos, an International Freight Forwarder as Director, Key Accounts.

He is currently advisor for Weltra SpA, Genoa , an international freight forwarder.

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](http://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:

- Transportlogistic 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](http://www.cemat-india.com) Mumbai, December 2010
- Seatrade Miami, Florida ,[www.cruiseshippingmiami.com](http://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 financial 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, Milan, the Italian Federation of the Freight Forwarders [www.fedespedi.it](http://www.fedespedi.it).

He represents Fedespedi in the Board of International Chamber of Commerce ,Roma [www.icciitalia.org](http://www.icciitalia.org)

He represents Fedespedi in the Maritime Logistics Institute and in the Sustainable Logistics Advisory Board of Clecat Brussels [www.clecat.org](http://www.clecat.org) the European Association for forwarding, transport ,logistic and customs services.

He represented Confetra, Rome [www.confetra.it](http://www.confetra.it) (the Confederation of the the Italian Transportation Associations) in a group at the Ministry of the Economical Development, Rome for the enhancement of trade between PRC and Italy.

He is member of the Board of C.I.S.Co Genoa, [www.ciscoconsultant.it](http://www.ciscoconsultant.it)

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

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

- Italian Trade Commission Roma [www.ice.it](http://www.ice.it)
- AS.FO.R. Genoa [www.asfor.info](http://www.asfor.info)
- CFLI Genoa [www.cfli.it](http://www.cfli.it)
- ASSEFORM Genoa [www.asseform.genova.it](http://www.asseform.genova.it)
- I.A.L. Liguria Genoa [www.ial.liguria.it](http://www.ial.liguria.it)
- Rina Academy Genoa [www.rina-academy.org](http://www.rina-academy.org)
- Scuola Nazionale Trasporti e Logistica,SNT La Spezia [www.scuolatrasporti.com](http://www.scuolatrasporti.com)
- Eni Corporate University, San Donato Milanese, Milan
- Accademia della Marina Mercantile ,Genova [www.accademiamarinamercantile.it](http://www.accademiamarinamercantile.it)
- The Genoa Association of Ships Agents and Brokers [www.assagenti.it](http://www.assagenti.it)
- GE MA Gestioni e Management, Roma [www.gema.it](http://www.gema.it)
- University of Genoa – Permanent Training Center [www.perform.unige.it](http://www.perform.unige.it)
- Consorzio Formazione Polcevera Genoa [www.formazionepolcevera.it](http://www.formazionepolcevera.it)
- IS.FOR.COOP. -La Spezia [www.isforcoop.it](http://www.isforcoop.it)
- BeP Business e Persone - Milano [www.bepconsulenza.it](http://www.bepconsulenza.it)
- ISFOR 2000 -Brescia [www.isfor2000.com](http://www.isfor2000.com)

## **Training experience**

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## 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 hrs in English

## 2013

January-April - ASFOR Genoa trainer in a course for FREIGHT FORWARDER,46 hrs

January-February - SNT La Spezia, trainer in a course for Transportation 32 hrs

March – trainer in the TRAINMOS course [www.trainmos.eu](http://www.trainmos.eu) Motorways of the Sea , Genoa

March - Eni Corporate University Milan o/b/o SNT La Spezia, trainer in a two days course for Logistics, Exploration and Production

May–June- Consorzio Formazione Polcevera– Genoa- trainer in a course for FREIGHT FORWARDER,42 hrs

October - Eni Corporate University Milan o/b/o SNT La Spezia, trainer in a two days course for Logistics, Exploration and Production

November - Eni Corporate University o/b/o SNT La Spezia, trainer in Kuala Lumpur, Malaysia, in an 8 days course for Logistics, Exploration and Production, Warehouse and Inventory Management

## 2014

Apr - Sept - ASFOR Genoa, trainer in a course for FREIGHT FORWARDER,58 hrs

Jul -Sept -Consorzio Formazione Polcevera,Genoa trainer in a course for FREIGHT FORWARDER 42 hrs

Jul - Dec -ASFOR Genoa, trainer in a MASTER in SHIPPING,LOGISTICS,TRANSPORTATION 110 hrs

September - Eni Corporate University,Milano ,o/b7o SNT La Spezia,in a course in MATERIALS TRANSPORTATION ,3 days

September - SNT La Spezia, trainer in a course for FREIGHT FORWARDER, 52 hours

September -ACCADEMIA della MARINA MERCANTILE ,Genoa,trainer in a course for SHIPBROKER 24 hrs

Nov - Dec – SNT La Spezia trainer in a course for LOGISTICS MANAGER ,32 hours

December- IS.FOR.COOP La Spezia, trainer in a course for LOGISTICS OPERATOR

## **2015**

Jan – Mar - ASFOR Genoa, trainer in a MASTER in SHIPPING,LOGISTICS,TRANSPORTATION and tutor in the following PROJECT WORK

Jan- Feb - SNT La Spezia , trainer in a course for SHIPBROKER

April - ISFOR 2000 Brescia : panelist on a seminar in Logistics ,Transportation

July - SNT La Spezia trainer in a course on OPERATIONAL ASPECTS of the SUPPLY CHAIN

September - SNT La Spezia trainer in a course on OPERATIONAL ASPECTS of the SUPPLY CHAIN

September - trainer in the TRAINMOS course [www.trainmos.eu](http://www.trainmos.eu) Motorways of the Sea , Genoa,at Genoa's University Permanent Training Center 'POST LAUREAM'

## **2016**

Jan-Feb - Aprile SpA Genova – Trainer a course in Logistics

March – SNT La Spezia- trainer in a course on OPERATIONAL ASPECTS of the SUPPLY CHAIN

ASFOR Genoa, trainer in a MASTER in SHIPPING,LOGISTICS,TRANSPORTATION

May -Oct ASFOR Genova, trainer in a course for Customs Broker and International Freight Forwarder

November - SNT La Spezia, trainer in a course on OPERATIONAL ASPECTS of the SUPPLY CHAIN

## **2017**

ACCADEMIA della MARINA MERCANTILE ,Genoa,trainer in a course for LOGISTICS EXPERT

Aprile SpA Genova – Trainer a course in Logistics,Transportation, Supply Chain

SNT La Spezia - trainer in a course on OPERATIONAL ASPECTS of the SUPPLY CHAIN

Rina Academy - Genoa, trainer in course for Logistics Expert

ASFOR Genoa -trainer in SHIPPING,LOGISTICS,TRANSPORTATION

**Foreign Languages**

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

Genoa, april 2018