



Curriculum Vitae

David G Dwinell

JANUARY 2019

Education: Bachelor of Science – Wisconsin State University in Whitewater, WI

Professional Development: Authored Nation's first Transportation Brokering Operations Manual, 1987
Launched America's first Transportation Brokering School, 1987

Present Experience: Owner of QT Investments Inc. since 1981
Owner of LoadTraining LLC, an AZ licensed and bonded vocational training institution
Owner of Truckalocity LLC, a federally licensed and bonded property brokerage, MC#360363
Managing Partner of FetchDesk.com an AZ LLC; an APP to solve trucking availability problems with cloud technology

Previous Experience: Civil Services with United States Department of Health Education and Welfare (HEW) and US Department of Housing and Urban Development (HUD) 1967 to 1970
VP of worldwide distribution of Prime Electronics, PRB Corp. 1970 to 1977
Startup QT Investments, Inc. in 1981

Current Activity: Lecturer Teacher and Broker
Lead seminars and classroom instruction for transportation entrepreneurs, training others almost weekly since 1987.
Classroom brokerage hands-on experience for entrepreneurs' startup of their own licensed property brokerage.
Lectures and consults on surface transportation matters.

Inventor/Creator of new ways of doing brokering business:

Published and distributed first Backhauler Directory® 1983
Started and sold Cobol based brokering software 1985
Started QWIK TRUK "Pegasus Reservation System" 1985
Started MT EXCHANGE Nation's first "load board", DOS software capacity coordinating system 1987

Author:

Backhauler Directory from 1983
Guide to Understanding Brokering© 1987
The New Transportation Brokerage Operations Manual© 1987 thru 2016
DVD Series and Syllabus Workbook for Home Study 1987 thru 2016
LoadtrainingOnline.com – FMCSA broker training compliance

Articles About Brokering:

"Ask Mr. Broker." *Heavy Duty Trucking*, series 2007/2008. Print.
"Choosing A Reputable Broker." *Pro Trucker, Overdrive, Movin' Out*. Print.
"The Need to Require Broker Escrow Accounting." *American Trucking Association Magazine*; and *Transport Topics* May 2006 and Mar. 2013. Print.
"Broker Contracts Disputed." Speech: Addressed the American Trucking Association ATA May 2007 Safety and Loss Prevention Management Council, Orlando, FL. Print.
"MAP 21, How the New Law Will Affect Trucking Operations." Symposium developed 2013. Print.
"When is a Broker a Common Carrier?" *The Lawyers Log Book*® Jun. - Jul. 2012: 59-61. Print.
"When is a Broker a Common Carrier?" *The Lawyers Log Book*® Aug. - Sep. 2012: 68-70. Print.

Professional Membership:

Formerly with Association of Transportation Law Professionals – www.atlp.org

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 of 100,000+ transportation movements. Brokered to authorized/ insured motor carriers on behalf of shippers throughout North America. Provided sales, market quotation, orders for service, searching/matching carriage, credit qualifying shippers, qualifying for credit with thousands of motor carriers and in turn qualifying carrier for cargoes, managing the A/R & A/P and cash flow of \$107+ million in brokering revenue; adjudicated claims pro se for cargo claims such as 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 and negotiated terms & freight rates for thousands of transportation contracts. Terminated contracts. Provided accurate transportation market pricing and supply and demand predictions. Retained by transportation clients regarding consulting services; involving traffic management, logistics alternatives, brokering as a licensed broker and truck broker, business marketing and sales as well as 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. 22,000 individuals have matriculated from LoadTraining since 1987. Training and assisting business plan development and business startup. 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. Authored training materials accepted by the State of Arizona for vocational matriculation purposes.

Voir Dire:

Accepted to testify by United States Department of Justice, during the trial @ United States v Delbert E. Johnson 2001

Disclaimer:

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 and operating transportation broker.

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, and purport common brokering practice in the transportation industry. The retaining attorney is paying the expert even though the client is ultimately responsible for paying the Expert fees and costs to opine. Contract at your specifications available on request.

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

David G Dwinell

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