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# Curriculum Vitae

**David G Dwinell, Master Broker**

**Transportation Expert**

## **Education:**

Bachelor of Science – Wisconsin State University  
Graduate School work – Northeastern University, Chicago, IL

## **Professional Development:**

National Graduate University – “Principles of Grant & Contract Negotiation”  
Stone Management Seminar “Reducing Freight Costs”  
University of Wisconsin – Dept. of Engineering Extension – “Transportation Brokering Management”; “CPM/PERT – Critical Path Method Workshop”; “Land Planning”

## **Author:**

Numerous articles: Road Star Magazine serialized “Ask Mr. Broker”; Heavy Duty Trucking; Pro Trucker; Overdrive; Movin’ Out Magazine.

Transportation TEXT BOOKS: Broker Operations Manual, Guide to Understanding Brokering; Publisher of the Backhauler Directory from 1983 to 2003 (48,000 copies in circulation since 1987).

Sold the trademark “Backhauler” to Advantage Transportation, ST Paul, MN to 2003.

## **Inventor/Creator of new ways of doing business:**

The nation’s first Freight Auction website – [backhauler.com](http://backhauler.com); where shippers can name their own freight rate”. Operation programming for “Call someone who cares: a truck capacity coordination program sold at the driver’s level. Sold to Advantage Transportation 2003.

Qwik Truk “Pegasus Reservation System” a truck capacity coordination program to provide the same kind of capacity coordination to trucking industry that “Apollo” and “Sabre” reservation systems bring to the airline industry. (The Pegasus Project was funded via the Venture Capital Fair at the University of Wisconsin – Graduate School of Business, sponsored by Professor James Blakely.)

Created an INTERNET Information Trading Network for shippers, motor carriers and brokers – carrierinfo.us – sold to Advantage Transportation 2003.

Started the nation’s first “Transportation Brokering School” where text book reading is coupled with **Hands on** training in a working transportation provider, designed for transportation professionals. School has been in continuous operation since 1987. Currently licensed by the State of Arizona, Dept of Private Post Secondary Education to operate the transportation school, License # V1064 “Broker Office Training”.

Accreditation granted for The Journeyman’s Certificate and The Master Broker Certification; awarded upon course completion. Visit [loadtraining.com](http://loadtraining.com).

## **Speaker and Teach:**

Leads Seminars and classroom instruction in USA and Canada, on opening and operating Trucking and Brokering companies and the relevant business plans.

Considered an Expert for testimony by the US Dept of Justice.

Lectures and consults on current trucking market economic conditions.

## **Professional Membership:**

Delta Nu Alpha Transportation Fraternity

College of Transportation & Distribution Alumni Association of Northlake, IL

Expert – a “Scholar” for the “roundtablegroup.com”, a think tank

Expert – Vista Research – the Society of Industry Leaders, div of Standard & Poors  
Listed – Jurispro.com of Lexus Nexus, Councils of Advisors, think tank.

### **Previous Experience:**

Federal Civil Service Status, VP of Worldwide Distribution of Prime Electronics, PRB Corp.;  
Owned and operated Qwik Truk, a Motor Carrier, MC 166998, sold to Waukesha, WI  
Peterbilt Dealership.

Owned – President of QTI, a service corp, a Property Brokerage, sold stock to Joe  
McQuillan of TX

Owned, President, of Carrier Information Exchange, Inc., a Licensed Brokerage, sold to  
Advantage Transportation, St Paul MN

### **Presently:**

President of QT Investments, Inc., an Arizona corp., divisions: Davidgdwinell.com,  
loadtraining.com, BrokerOfficeTraining.com, transportationschool.com,  
transportationexpert.com, truckbrokerexpert.com, Qwik Truk, broker agency for  
Advantage Transportation, Inc., and Broker Office Training.

### **Additional Related Experience:**

In addition to the information in the CV, I am further qualified to render opinions after  
personally presiding over 90,000 transportation purchases from authorized and insured motor  
carries on behalf of shippers throughout North America. I have presided over the market  
quotation, receiving orders for service, searching and soliciting transportation, qualifying my  
credit with motor carriers and in turn qualifying the suitability of the motor carrier for loading and  
delivering cargos, nationally and internationally. I have personally adjudicated claims for cargo  
–overage, shortage and damage, as well as hidden damage, and reconsignment, on  
thousands of occasions.

I have created and/or drafted numerous transportation contracts between shipper and  
customer, vendor and shipper, shipper and broker, shipper and motor carrier, motor carrier and  
broker, motor carrier and motor carrier. I have negotiated terms and freight rates for thousands  
of these contracts. I have terminated contracts.

I am familiar with the 2 types of truck transportation, private and commercial as well as  
exempt and non-exempt derivatives.

I have personally aided 1600 + clients who have sought and paid for my consulting  
services in business development and economic issues.

I have personal experience in qualifying, hiring and terminating drivers as employees and  
owner/operators.

I have evaluated safety programs for motor carriers and insurance programs for  
transportation providers, trucking and brokering.

I have conducted talent searches for traffic managers and driver specific applications.

I have given opinion in:

Criminal Trial

Lawsuit – personal injury

Lawsuit – transportation contract litigation

Actual case references and character references are provided separately.

My cell phone is 623 332 5199 for any and all interviews. Call for FREE DVD or VHS  
FEIN 86-1013718 -- W9 an AZ Corporation; D&B 12-1019765. Arizona Better Business Bureau.  
E-mail [david@loadtraining.com](mailto:david@loadtraining.com) flash video – loadtraining.com