



TELEFAX COVER SHEET

DATE: 11-16-05

TO: (FAX) 3456  
(NAME) Terry Mac Donald  
(COMPANY) CCCC

FROM: FAX: 414-286-8506  
(NAME) Donna Luty

RE: Attached is Eric's Resume. Please note that Eric has been serving as "Acting" Port Director since September 17, 2004. Thank you.

NUMBER OF SHEETS SENT (INCLUDING COVER SHEET): 2



**ERIC C. REINELT**

3302 South Illinois Avenue ♦ Milwaukee, Wisconsin 53207 ♦ (414) 481-0090

**OBJECTIVE**

A management position in port marketing leading to major responsibilities for cargo brokering and promoting new business development, as well as land and facility use planning, and marine service expansion.

**QUALIFICATIONS**

- ♦ Can execute development projects from conceptualization to successful completion.
- ♦ Ten years port marketing experience in project and new service development.
- ♦ Private sector shipping agency experience in ship operations, intermodal equipment management, sales, and documentation.
- ♦ Effective communication and research skills, knowledge of spreadsheet programs, PIERS, fluent in German.
- ♦ Analytical; good at problem solving; can work effectively with other people.

**PROFESSIONAL  
EXPERIENCE****1983 to Present**

Port of Milwaukee, Wisconsin

**Port Marketing Manager (Present)**

Supervise sales and research staff of four, responsible for cargo development for hopper barge and vessel services.

**Trade Development Specialist (1989 - 1994)**

Negotiate new marine services, locate capital development projects to the port, direct promotional efforts in Europe.

**Special Projects Assistant (1985 - 1989)**

Conducted market research for trade development, including new ship services, intermodal yard expansion, and capital projects with grant-in-aid funding.

**Port Traffic Representative (1983-1985)**

Sales representative for port general cargo services in a 3 state area, created and implemented new customer service program.

**1978 - 1982**

Kerr Steamship Co., Milwaukee

**Operations Manager**

Supervised vessel operations and container control for Lykes Line, K-Line, British Steel and charters in Wisconsin and Minnesota, negotiated vendor contracts.

**1975 - 1977**

Moram (Morflot-America) Agencies, Milwaukee

**Port Supervisor**

Office manager responsible for ship operation in 3 states for Russian general cargo services and Sovfracht grain charters.

**1971 - 1974**

Lavino/International Great Lakes Shipping Co., Milwaukee

**Operation/Office Manager**

Handled vessel operations for Far East, South American and European general cargo and bulk services.

**EDUCATION**

Master's Degree in Foreign Affairs, 1974 Central Michigan University

Bachelor's Degree in International Relations, 1969 University of Wisconsin

University of Cologne, Germany, 1967 Certificate

University of Oslo, Norway, 1966 Certificate

Association of Ship Brokers and Agents, 1988 Chartering Certificate

Milwaukee Area Technical College,

Traffic Management and Transportation courses 1980-1981