

**Name** John F. Hark, Jr.  
**Present Position in Company** Regional Director, North America  
Chief Operating Officer, South America  
**Education/Qualification** Bachelor of Science in Maritime Administration  
**Fluency in Languages** English (native speaker)

## **EMPLOYMENT HISTORY**

**Bertling Logistics Inc.** **2002 – present**  
Houston, Texas

Regional Director, North America reporting to the CEO, responsibilities include:

- Full P/L and operational responsibility for USA, Canada and Mexico
- Global responsibility for oil and gas clients based in the USA (Fluor, ExxonMobil, Halliburton, McDermott, Worley Parsons, Shell)
- Responsible for full P/L and operations for Sakhalin Island (Russia)

Chief Operating Officer, South America reporting to the CEO, responsibilities include:

- Operational and Administrative responsibility for all South America business activities

**Texas A&M University** **2002 – present**  
Galveston, Texas

Adjunct Professor, responsibilities include:

- Lectures in chartering and maritime transportation

**Enron Industrial Markets (EIM)** **2001 – 2002**  
Houston, Texas

Title: Supply Chain Manager, responsibilities included:

- Managing the start-up operations group associated with Enron's increased activity in industrial markets
- Ship and barge chartering for EIM (steel, paper, pulp, lumber), origination and overseeing of projects related to new processes, process improvements, letters of credit, lines of communication, authorizations, claims, new contracts, information management and automation of tasks
- Generally tasked with any significant issue that arises with physical logistics for EIM
- Leading diverse teams through many cross-functional business areas maintaining momentum and focus
- Training and supervision of the Claim Administrator for EIM

**Argosy Shipping (USA), LP/BBC Chartering** **1996 – 2001**  
Houston, Texas

Partner & Vice President of Chartering, responsibilities included:

- Acted as Partner of a new business to build and establish the reputation and market presence in North America
- Managing chartering department where responsibilities entailed developing marketing and sales strategy for targeting new accounts

**Damco Maritime**  
(International NVOCC under P&O/Nedlloyd Group)  
Houston, Texas

1992 – 1996

Branch Manager, responsibilities included:

- Management of the Houston office with full marketing and P&L accountability for 5-state region
- Responsible for selection and development of sales and customer service and operations staff
- Developing pricing strategy for the Gulf Coast region
- Responsible for meeting the annual budget expectations and converted an unprofitable office into a profit center over 12-month period

**Kemper Insurance**  
Summit, New Jersey

1990 – 1992

Inland Marine Underwriter, responsibilities included:

- Responsible for underwriting Inland Marine Insurance policies
- Maintaining and developing relationships with independent agents
- Analysis and evaluation of risk of potential policyholders

## EDUCATION

**Texas A&M University**

1989

- Bachelor of Science in Maritime Administration

## PROFESSIONAL ASSOCIATIONS & ACTIVITIES

- **Exporters Competitive Maritime Council** 2008 – present  
Past Chair of Education Committee, Past President and Past Vice President
- **Houston Maritime Arbitrators Association** 2014 – present  
Current President
- **International Transportation Management Association** 2002 – present  
Past President , Past Scholarship Director
- **Lone Star College Logistics Business Advisory Council** 2016 – present  
Current Co-Chair
- **Houston Community College, International Business Advisory Board** 2016 - present  
Current Chair
- **Port of Houston Partners in Maritime Education** 2016 - present  
Committee Member
- **Student Association of Maritime Administrators (TAMUG)** 2016 – present  
Faculty Advisor
- **Breakbulk.com (Breakbulk Magazine and Conferences)** 2010 – present  
Editorial Advisory Board Member, Conference Speaker