

Personal Details

Name: John William Lawlor
Nationality: South African Citizen
Cell number: 0826585683

Educational Qualifications

Institution: Commercial High School (East London)

Highest level attained: Matric

Year: 1967

Subjects passed: Mercantile Law
Economics
Commerce
Bookkeeping
English
Afrikaans

FURTHER EDUCATION: **Mar – Aug 1996:** Presentation Skills
Customer Services Workshop
Negotiation Skills
Communication Skills
Performance Improvement /Employee

Development

Jun – Sep 2000: Selling Skills
Towards Excellence Customer service
Aug – Nov 2005: Senior Management Programme 3 (University
of Stellenbosch Business School)
Oct – Nov 2008: Best Management Skills Programme BMS200
Jan – Dec 2008: Ethics and HIV Aids Courses (TEE College)
Feb – Aug 2013: Prince 2 Project Management- Foundation
and Practitioner

Employment History

Current Company: Coega Development Corporation (Pty) Ltd

Contract Period: 1 January 2012 - 31 December 2014

Position: Logistics Manager

Company: MOL South Africa (Pty) Ltd

Years: 1 January 1968 to December 2011

POSITIONS HELD:-

Branch Manager: May 1987 – December 2011

Reporting directly to the Managing Director in Cape Town, my main functions revolve around the effective and efficient Management of Port Elizabeth, East London and Maseru regions.

Key Management areas covered are:- the continual Risk Analysis of doing business and the impact on the bottom line; ensuring good Financial Disciplines and Integrity, productive Sales and Marketing Outputs; Developing Operational Standards in the Ships Agency and Containerized sphere; Leave and Regional Administration; Managing company Assets; Performance Management, Coaching and Mentoring as well as ensuring best practices.

I currently serve as Chairman of the Chamber task team, was a Member of the Freight Logistics Forum previously, am an Invited Member of the port consultative committee, a Member of SAASOA and regularly interact with TNPA, TPT and major OEMS.

My Most Notable Achievements:

1. Setting up Road Transport mechanism - PE/Maseru/PE for JIT requirements.
2. Initiating the development of Value Logistics this year in close proximity of NCT with the view of reducing transport costs.
3. Assisting VWSA to achieve greater cost savings on containerized car exports by diverting the operation from PE port to packing at their premises in Uitenhage.
4. Pioneering the use of an opposition carrier to ensure continued cost savings for VWSA.
5. Achieving significant cost savings for clients through triangulation i.e. unpack an import container and re-pack exports therein, thereby reducing transport costs.
6. Although most haulers are charging more for haulage to/from NCT as opposed to PECT, I have managed to negotiate equalization rates.
7. Currently busy with car packing project with an OEM to achieve further savings.

Commercial Operations Supervisor / Sales: May 1979 – Jan 1987

I was responsible for the overall running of the East London office and was also seconded to Johannesburg for 9 months during this period.

I achieved considerable success with cost reduction in equipment costs and the branch regularly achieved and even exceeded sales targets.

A major focus of mine was relocations and I worked closely with both the Ciskei People's Development Bank and the ECDC to ensure that factory relocations were properly arranged.. In this capacity, I came into contact with many Chinese//Taiwanese businessmen and, because of my understanding and experience of their culture, virtually all of the factories were relocated by MOL.

I continued with ships agency activities and, as this business grew, it contributed more to the branch profitability.

Another notable achievement was the introduction of cabotage which saved significant costs in repositioning containers. This system is still operational today.

Ships Agency: Jan 1970 – Apr 1979

My major focus was on the handling of all types of Bulker, Container, Passenger, Fishing, Repair vessels, Parcel Tankers, Dry-docking vessels and emergencies at sea.

Major commodities that I handled were:- Wheat imports, Maize imports/export, Soya Bean imports, Fertilizer imports, Parcel Tankers and Copper Concentrate exports. Besides these, I also handled Iron Ore exports, Manganese Ore exports, Fish Transshipment from Stern Trawlers to Reefer vessels.

My duties ranged from ships husbandry and crew changes to raling and clearing some of these commodities as well as interaction with Stevedore and Port Authorities to ensure maximum productivity and quick dispatch of both cargo and vessels.

Imports CSD, Exports CSD & Logistics Clerk: Jan 1968 – Jan 1970

I was responsible for releasing of Import containers in conformance with SARS/Transnet, MOL and Clients requirements ensuring all payment terms complied with and proper legal requirements met.

I handled the Transport of empty containers for export packing and placing into vessels stacks ensuring shipment and releasing of bills of lading against payment of appropriate charges. I also inspected damaged containers and authorized repairs in accordance with ISO standards.

I managed depot stock levels and evacuating containers in accordance with company requirements and handled of container claims.

A quittance of manifests in accordance with port and customs requirements

Skills Developed

From my earliest Supervisory role, I focused on Employee development. To this end, I ensured that staff received the necessary cross-training to enable them to become multi-skilled. This course of action has proved successful in extracting the levels of service that have made MOL the service leader in the Port Elizabeth / East London area.

I have managed to develop strong Customer Relationships over the years with Clients in all centres around South Africa. This has positioned us favorably to provide tailor-made solutions to meet their business requirements. The fact that MOL carried the majority of the Factories relocated over the past 10 years into the East London /Dimbaza area bears testimony to this. As an additional spin-off to these relationships, this allowed MOL to gain a strong foothold on Maseru- bound cargo.

I pride myself on the fact that I continually re-evaluate our business processes in an innovative manner and adjust them according to our clients changing requirements, as well as our own. While not implemented to a large degree at this stage, I am currently exploring the effectiveness of lump sum freighting to the larger automotive clients. The idea of cabotage and its resultant cost savings first mooted by myself resulted in increased revenue in the early 90's and is still continued with today.

My involvement in Ships Agency and Logistics has allowed me to lend experience where required and, more importantly, to explore avenues of Development and increased Revenue for the company.

Over the years I have always managed to stay within the framework of agreed expenditure budgets, as I believe that strong Financial Management and Disciplines are essential for the continued wellbeing of the company.

Previously, at the BMS 200 course, my colleagues from Toyota and reefer sectors felt that my main strengths lay in empowering people, industry knowledge, confidence, good listener skills and encouraging others.

I am the past Chairman and current Vice-Chairman of the Nelson Mandela Bay Business Chamber Transport Task Team, am a member of the Port Consultative Committee (PCC) which reports through the NPCC to the National Minister of Transport, Local and Provincial Maritime cluster, Automotive cluster Provincial Integrated forum (Municipality, Government, Coega and Transnet) and the recently formed Eastern Cape Reefer Container Operations Forum

John Lawlor 30.05.2014