



**For Immediate Release:**

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## **OWL Hires Industry Veteran as Director of Export Carrier Relations**

Lake Success, New York – Ocean World Lines (OWL), a global, single source NVOCC (non-vessel operating common carrier), announced today that it has hired industry veteran **Gary Ferrulli**, as **director of export carrier relations**, effective immediately.

In his new position, Ferrulli and his department oversee all ocean service contracts from the United States, including negotiating with carriers to ensure that OWL's customers have access to competitive rates, carrier's equipment and vessel space. The Export Carrier Relations department also liaises with OWL's offices worldwide on rate proposals and global issues impacting ocean rates and contracts.

Ferrulli comes to OWL with more than 30 years of industry experience. For the past 11 years, he was a private consultant specializing in international logistics and transportation. In this capacity, Ferrulli worked with a wide variety of companies, including a global auto parts manufacturer, a large US-based retail chain, international and domestic 3PLs, and numerous venture capital firms and the Transportation Security Agency. In addition, Ferrulli has written monthly columns in the *Journal of Commerce* for more than six years and is a frequent guest speaker at industry events. He was the only commercial speaker and presenter at the US/Japan Maritime Agreement meetings in Tokyo, Japan.

He began his career at Sea-Land Services and later joined AP-Moller Maersk Line in the USA and Copenhagen, Denmark, as director of pricing and conferences for container services. He rejoined Sea-Land at the company's corporate headquarters in New Jersey and spent twenty years in various management and executive roles, including vice president of marketing (Americas) and vice president-North America (Americas). He also served in executive management roles at the National Shipping Company of Saudi Arabia.

Ferrulli reports to Dan Gardner, OWL's CEO. "Gary brings upwards of 30 years of carrier-specific experience to OWL, with a keen ability to focus on both macro and microeconomic market trends," says Gardner. "It became very clear to us from the beginning that he was not only knowledgeable, but very well thought of in the industry from the carrier and customer side of the equation. We are delighted to have him on-board and are anxious to utilize Gary's multi-faceted skill sets to the benefit of our customers, employees, shareholders and vendors."

Gardner said Ferrulli will be playing a major role in OWL's mission to help U.S. companies compete in the global economy with his expertise in export rates and contracts. "Since receiving the President's 'E' Award last month for export service excellence by the U.S. Department of Commerce, we have had an increase in inquiries from US companies and manufacturers looking to expand their business and Gary is the perfect addition to our team," noted Gardner.

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### **About Ocean World Lines**

[Ocean World Lines](#), Inc., a subsidiary of Pacer International, Inc., is one of the largest fully bonded NVOCCs in the world. OWL maintains more than 60 service contracts with the top ocean carriers and handles today's most complex global supply chain requirements.

For more than 30 years, OWL has worked with importers, exporters and freight forwarders to move their goods and provide door-to-door/end-to-end service across the globe. OWL offers a single-source experience for its clients, coupled with the latest visibility solutions.

In May of 2011, OWL received the President's "E" Award for export service excellence and outstanding contribution to U.S. exports by the U.S. Department of Commerce. This is the most prestigious award given by the U.S. government to companies that facilitate export trade and contribute to job growth and competitiveness. OWL was the only NVO to receive the "E" Award this year and the primary criterion was four years of successive export growth, accompanied by identifiable results of programs or activities contributing to export expansion.

OWL has over 200 employees worldwide with offices located in Hong Kong, Shanghai, Shenzhen, Qingdao, Singapore, Tokyo, Atlanta, Charleston, Charlotte, Chicago, Cincinnati, Long Beach, Miami, New Orleans, New York, Norfolk, Phoenix, San Francisco, Seattle, Berlin, Bremen, Hamburg, Ipswich, UK and Gdynia, Szczecin, Warsaw, Poland, as well as a network of agents worldwide. For more information, please visit [www.oceanworldlines.com](http://www.oceanworldlines.com).

### **About Pacer International**

Pacer International, a leading global door-to-door solutions provider, offers a broad array of services to facilitate the movement of freight from origin to destination through its intermodal and logistics operating segments. The intermodal segment offers container capacity, integrated local transportation services, and door-to-door intermodal shipment management. The logistics segment provides truck brokerage, warehousing and distribution, international freight forwarding, and supply-chain management services. For more information on Pacer International visit [www.pacer.com](http://www.pacer.com).

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