



EXPERIENCE DETAILS

multi-unit operations management . multimillion-dollar pricing analysis . business positioning and marketing . budget management and cost control . project planning & development . risk management and assessment . contract negotiation and closing . strategic & tactical planning . sales, service, market analysis . contractor sourcing & negotiating . customer relations & satisfaction . team building & staff retention

FRANK DUFFAU

Decisive, action-orientated and result-focused professional, offering over 20 years of experience in high-end logistics, with at least 10 years of project management experience. Outstanding aptitude in project mobilisation (Mining and Oil & Gas); remote locations supply-chain management; specialist logistics for humanitarian projects, defence industry and United Nations major cargo movements. Driven by new challenges and the desire to be successful.

Open to new Challenges

Able to capitalise on Shipping background to add value to organisations: . Branch Manager for CMA-CGM (Western Australia) . Deputy Branch Manager for MAERSK Lines (Libreville, Gabon) . C&F Manager GETMA INTL (Zaire, Gabon, Guinée)

Jan 2003 Dec 2017

**General Manager Government Services | Logistique Humanitaire
FREIGHT FORWARDERS KENYA Ltd**

Manage the Government Services Division / Peace-Keeping Operations / Logistique Humanitaire (an independent program developed in 2009 and currently running with its own internal structure), including 12 senior personnel (UNSOA Case Officer, UN Ops, Finance Manager in charge of cost control and invoicing, Quality Control and Insurance, 2 front-line supervisors in charge of field operations, air-freight, UN liaison Officer at UN head-quarter, transport coordinator, monitoring and reporting air, road, sea, Performance bond and Bid bond officer, etc).



Negotiate bid with DynCorp International for first mobilisation of military support equipment to AMISOM (African Union Mission in Somalia) from Durban (SA) to Mogadishu (Somalia):

- Charter sea-going Master Vessel BBC AFRICA (2 cranes combi-lift 250tns)
- Multimodal joint Operation with Messina Lines' RoRo MPP vessel via transhipment in Mombasa on MV Petra1 (RoRo MPP)
- supervise cargo approach to Liner In Hook in Durban, stevedoring and completion of export clearance
- vessel chartering from Durban to Mogadishu (via Mombasa)
- close protection of NAVFOR (European Naval battle group) in the gulf of Aden and coordination of military protection by UPDF marines 5NM off Mogadishu.
- delivery cargo to Mogadishu in cooperation with DynCorp operatives on site.

Contract over 1.5 MU\$ completed



MV BBC AFRICA berthing in Mogadishu (first western vessel in 20 years)

Negotiate and contract award of first mobilisation of UN cargo from Brindisi to Mombasa on MV BELUGA MAJESTY,

- vessel agency, customs, immigration, stevedoring,
- port operation, consolidation, customs clearance,
- cargo shunting to FFK's transit yard for short term storage

Contract half million USD completed



Negotiate and contract award of UNSOA UNSOS logistic base in Mombasa:

- container terminal (about 3,000 containers)
- 7 warehouses (closed and secured)
- offices for 120 UN staff members
- container handling contract (with 40 tns TEREX reach stacker)

facilities owned by FFK Directors as part of FFK's operating subsidiary: Allied Wharfage Ltd.



Contract 1.74M U\$ / year, on-going since 2010 with possible additional 2 years. Contract 15,000 USD per month for Container handling with Terex 40tns reach-stacker (on-going).

Spearhead the participation to UNSOA 3PL tender process and administer initial 54M U\$ contract award:

- set up a consortium of 3 companies headed by FFK (Alpha Logistic for all marine operations, Phoenix Aviation for all air-freight operations, FFK subsidiaries for all road-freight operations)
- initiate and supervise the initial 84 sea-going voyages of UN equipment to Somalia,
- chartered and loaded the maiden voyage of MV PETRA1 with the T55 ARMY Tanks of the UPDF from Kampala by rail to Mombasa and by ship to Mogadishu deployed for the battle of Mogadishu
- similar for the BMP2 ARMY tracked tanks of the UPDF from Kampala by rail to Mombasa and by ship to Mogadishu, deployed for the battle of Afgoye.
- initiate and manage the initial road-freight deliveries of support equipment, ammunitions and foodstuff to AMISOM forces in Liboi, Dhobhley, El-Wak, Mandera and Doolow (Ethiopia side),
- set up a logistic platform within the ENDF compound of Doolow (Ethiopia side) to reload all cargo to Somalia on military transport,
- Oversee the UN Peace Keeping Forces deployment in Somalia for all surface and sea freight movements for UNSOA, including specialised air, sea and road transport of military equipment including weapons, ammunition and troops.

Contract totalling over 70MUS\$, on-going since 2010 until July 2018 (with high stake to be reconducted for another 2 years)



Manage bidding process and contract award to initial Peace Keeping forces in South Sudan for UNMISS

- Contingent Owned Equipment Tibetan and Mongolian initial contingents from Ulaanbaatar
- manage all operations from Liner Out Hook to DDP Bentiu region (north west of South Sudan)
- crisis management when North Sudan dropped bombs on delivery site with MIG21 as a deterrent to CEO mob,

- set up the architecture of transport from Mombasa, through Uganda, to COMARCO South Sudan logistic yard in Juba,
- transloading onto ALL TERRAIN transport for further delivery to Rumbek, Wau and the Bentiu region.

Contracts value over 5MUS\$ in partnership with TBS (USA) for UN New York.



Set up bidding desk for all UN missions in East and Horn of Africa (supply chain management to existing missions UNMISS, MONUSCO, UNSOA, UNSOS, UNAMID, MINUSCA, WFP, IMO, FAO, etc)

- pre-qualification to local, regional and international UN office level 2 (over 500k US\$)
- administer over 30 bids months for regional and international transport for UN cargo
- compile pricing and cost analysis, P&L, financial cost, insurance,
- responsible for bidding process (authorised bidder for the company),
- negotiate BAFO (Best And Final Offer),
- implement operation strategy for execution of each Task Order,
- conduct all shipping documentation (Obl, FCR, etc),
- negotiate long term contract with suppliers and service providers,
- supervise all ports operations, customs clearance, cargo handling, road freight, border control, DAP deliveries.



Create LIBERTY SHIPPING, a fully-fledged Shipping Lines with P&I Club, crew, security, based on business plan partnering a group of Somali professionals and myself on behalf of Hanif Somji (FFK) to operate a 5,000dwt Mpp (multipurpose) vessel, geared with 2 units 50tns hydraulic cranes allowing combilift to 100tns, over 300 TEUs slots and 65 reefer plugging points connected to shaft generator. The vessel was fitted with McGregor type pontoon allowing fast open/close of hatches. Although single deck / hold, the configuration allowed build tween deck on demand of cargo. The business plan was based on a loading UN cargo as base freight to operate a coaster services Mombasa Kismayo Mogadishu via a part charter negotiated and signed with ISS (InshCape Shipping Services: operator of the UNSOA 3PL food supply contract), and offer the remaining spare space (about 65%) to commercial trade in partnership being developed with MSC, Messina Lines and CMA-CGM.



Launch successfully the International Freight Forwarding program:

- particular negotiations and contractual arrangement with major international Shipping Lines,
- targeting UN global movements of cargo to and from East Africa in terms of sustainable supply-chain management and more complex movements of Army Contingents to various Peace-Keeping Operations in East and the Horn of Africa;
- negotiate end program with CMA-CGM service rotating from Mombasa to Mogadishu (via Kismayo) and Kor fa khan,
- negotiate special competitive pricing schedule adapted to UN cargo movement
- consolidate shipping service with inland operations from UN Mombasa, and from Vessel in Mogadishu to UN Mogadishu (clearance, security escort, cargo handling, port operations)

This service generated over 1,000 TEUs booking in its first year launching, with extension to other non-UN operations.



Initiated and set up professional relationship with major US defence companies (PAE, AECOM, DynCorp, ECOLOG, ES-KO, etc) servicing the AFRICAP and various Government contract:

- priced and won the contract for the supply of transport and earth moving equipment to the SNA (Somalia National Army),
- shipping from CATERPILLAR in USA East Coast, Brazil, Uk and South Africa, with special authorisation for military cargo transiting via Dubai UAE on non-American Liner service.
- managed the port operation, deconsolidation of OOG equipment from Liner flat-rack and bolster containers,
- customs clearance and onward transport delivery (whether carried or roro) of all equipment to US contractor to SNA in Mogadishu.

Contract value over 2MUS\$ involving international network of agents and back-seat driving operations in Mogadishu.



Initiate the Aid & relief Service to humanitarian missions:

- bidding, pricing, and articulation of all complex cross-stuffing operations of TROCAIRE relief goods and medical supplies in Mombasa for further delivery in-country Somalia,
- contract signed with FFK in 2017 on behalf of the Irish Department of Foreign Affairs, including regular visit of TROCAIRE MD and Irish Ambassador in Kenya,
- servicing several NGOs (VetCare, FAO, ... etc) freight forwarding to Somalia, Ethiopia, and the countries of the Horn of Africa.



With emphasis on the Mining and Oil & Gas industry, previous responsibilities include:

- advisory services of high-end logistics for management of super-projects,
- implementation of international supply-chain management systems to sites,
- conducting bid for Oil & Gas exploration campaign in East Africa for Woodside Petroleum (Australia)
 - successful pre-qualification as global logistic provider for the Woodside exploration Campaign off-shore Kenya (Lamu and Mombasa)
 - conducting bidding process by forming a consortium of companies servicing the bid (supply base, supply vessel, lashing equipment, etc)

- senior bid adviser for all main mining, oil&gas, engineering, renewable energy (wind power generation) projects in East Africa.

Various Contract values over 3MUS\$ (multiple personnel)



Create aircraft charter / brokerage division to key-service complement the Group's logistic resources by successfully chartering Illushin76, Antonovs, DC10 and other aircraft:

- chartered a number of ILL76 for multimodal freight operations:
 - from Aberdeen (Scotland) to Cargo Airport of Vatry (France) by road,
 - planned and drawn ILL76 cargo load plan with volume / mass restriction
 - submission / approval to load master (air operator)
 - air-craft chartering (issuance of all legal and commercial documentation)
 - Airport operation loading of ILL76 as per load plan,
 - air-freight to Entebbe (Uganda) with refuelling in Tripoli (and Khartoum)
 - air-craft off-loading in Entebbe,
 - cargo clearance and reloading onto trucks for final delivery to Lake Albert site.



- chartered DC10 and B747F for multimodal export:
 - transport of cargo from Lake Albert to Entebbe Airport
 - consolidation of cargo onto approved air-pallets
 - chartering of DC10
 - supervision of the loading of the cargo into the air-craft
 - completion of export documentation and clearance

- air-freight to Houston via refuelling at LasPalmas

(destination air-site operation only)



Spearhead the very first mobilisation of oil exploration rig from Mombasa to Lake Albert:

- cargo assessment at COMARCO yard (from Zanzibar mission)
- load optimisation on selected number of transporters
- organisation of convoys, convoy monitoring and reporting to client (electronically)
- road freight supervised by expatriate convoy leader
- delivery to site including off-loading and de-hiring back to Mombasa



This contract put FFK on the map of the main contractor for Oil&Gas in East Africa and ever since continued to service the industry through constant investment program on machines, low-loaders, logistic facilities, trained and qualified personnel and ISO qualifications and HSE, DG training and management.

Oct 2001 Jan 2003

Resident Logistic Manager for DTP Terrassement | Geita Gold Mine (Tanzania)
BOUYGUES Construction

Manage wide-scope project mobilisation of \$100m+ of earth-moving equipment, including:

- pre-feasibility study,
- roads and sites survey,
- customs advisory evaluation,
- contractors' tender preparation,
- front-line supervision:
 - discharging chartered vessels in Mombasa,
 - shunting the goods to logistic platform,
 - optimisation of truck loads,
 - vetting lashing procedures,
 - formation of convoys and convoy leadering
 - road freight via Tarime and Isabenia (Tanzania)
 - waterways freight through Lake Victoria via Kisumu, Mwanza to Nungew bay
 - loading / off-loading supervision and inland delivery to site.
- budget preparation and financial control.



Implement international supply chain management:

- liaise with site requisition for procurement control
- follow up on all international freight to Mombasa and Nairobi
- setup the first weekly air-bridge from Nairobi to Geita with Antonov12
- carry through several missions by flying this air-craft with various staff members in view of training
- manage budget, invoicing and cost control, and end-of-month finance report (about 5MU\$)



June 2001 Sept 2001

Supply and Logistic Resident Manager (Bamako, Mali)

West African Drilling Services

Translocate WADS logistic hub from Ghana to Bamako (Mali):

- assess all machines and rigs located in Ghana in view of exporting to Mali
- organise all export procedure and coordination of freight by road through Ivory Coast
- creation of WADS office in Bamako (including Expat's accommodation and F&B)
- set up a logistic supply platform / warehouse in Bamako
- expanding supply-chain systems to remote exploration rigs scattered throughout sub-Saharan Africa (Mali, Niger, Guinée, Burkina Faso and limitrophe countries)
- dry season contracting a fleet of 6x6 all-terrain trucks for delivery / rotation of goods and personnel
- wet season chartering of a fleet of LET-410 aircrafts with a loading capacity of 1.2tns for delivery / rotation of goods and personnel
- general administration of the WADS office in Bamako including regularisation of all customs documentation for the rigs and machines coming from Ghana and Burkina Fasso.



Nov 1998 Feb 2001

Business Development Manager / Project Supply and Logistic Manager
Supply Direct Pty Ltd

As cross companies' joint project Manager with Ausdrill and Supply Direct.

Managed the mobilisation of AMS (African Mining Services) \$150m earth-moving contract to Geita goldmine (Tanzania), work included:

- chartering of seagoing project vessels from Kobe, Yokohama, Fremantle to Mombasa (Kenya)
- port captain supervision in Kobe, Yokohama, Fremantle and Mombasa (Kenya)
- management and coordination of all port operations in Mombasa
- shunting all structural equipment, containers and heavy lifts to 3 previously identified logistic platforms
- cargo inventory management, preparatory to expedition (lashing equipment, MHE, load prioritisation, reporting),
- cargo handling loading, heavy lifts, optimisation of truck loads, formation of convoys on various routings,
- road freight through Kenya and Uganda to site (via border posts of Tarime and Isabenia)
- waterways freight through Kenya, loading at Port of Kisumu (Kenya) chartered heavy barges, sailing to Mwanza for clearance, and Nungwe Bay to discharge.
- off-loading RoRo barges on Nungwe Bay beach (makeshift pier) and driving to site (about 25kms)
- project consolidation, risk management, quality control, and all financials.

(AMS was a joint venture between Ausdrill and HWE)



Implementation of \$35m/ year, IT/IS based procurement, supply and logistic chain management from head office in Western Australia to various mine sites located in West, Central and East Africa:

- marketing of foreign territories
- undertaking intercontinental flights for in-country visit, often in very remote locations of Africa
- presentation of IT/IS based PSL and contract negotiation
- implementation of PSL contracts for mining supplies ranging from GET, to commodities, reagents, earth moving equipment, .. etc.

Business development in New Caledonia:

- marketing Nickel industry in New Caledonia (French Speaking)
- appointment and visit of major mine sites in NC
- presentation of ONLINE IT/IS based PSL and contract negotiation
- implementation of PSL contracts for mining supplies.

Jan 1996 Nov 1998

INTERNATIONAL CARGO SERVICES (DAROWA corporation)

Business Development Manager / Project Manager

- Employed by Marina Brew for door to door seeling freight for an American NVOCC.
- Created the Project Division at DAROWA Corp by consolidating the services of ICS, Scott Boalch, Harbour Haulage, LCL cargo Services and shares in private stevedoring company.
- Initiated, negotiated, and signed first major logistic contract for the mobilisation of the Power Station at Meekatharra mine site, from Wartsila in Finland, in partnership with Spedition Herbst (Eachar Garlich).
 - Organised the loading of 2 heavy 300tns engines and 2,000 tons of structural equipment onto Mammoet Project Carrier,
 - managed the shipping agency, the stevedoring, the deconsolidation of the project within the yard of LCL Cargo Services, used the company's transport arm Harbour Haulage to carry the goods from Fremantle to Meekatharra,
 - contracted Brambles Manford for the heavy haulage.



As this activity put ICS on the map of major project networks:

- tendered for the shipping agency of CMA-CGM, offering them to call their ships passing off-shore Fremantle, and load frozen meat directly in Fremantle instead of railing the containers to Adelaide / Melbourne for loading.
- Managed the negotiations at the CMA-CGM head office in France and were appointed agent for CMA-CGM in Western Australia.
- While bracing for future commercial cargo, several high profile operations were undertaken for the Marion Dufresne, one of the most technologically advanced oceanographic research vessel, chartered by CSIRO to map the ocean floor between Australia and Antarctica.
 - The vessel called Fremantle under our agency agreement, several times, handling 120 scientists, 2 crews (French crew for all the remote operated submarines, and Malagasy crew for the vessel),
 - successfully managed a very tensed negotiation with the Transport Union of Australia who threaten to arrest the ship at one of her call in Fremantle.



In a record time, and with no qualified employee at my disposal, we managed to negotiate several contracts with the Port of Fremantle, Stevedores, Pilots, Fuel providers, Ship Chandlers, Marine Surveyors, Customs, AQIS, immigration and border control and all what a scientific ship needs in 3 days call. Also organised high profile diners / reception on board with the PRESS and notables (banks, insurance, large companies, ... etc).

CMA-CGM then bought ANL (Australia National Lines) that was represented by P&O Neddloyd and it is at this time that I was offered to join Supply Direct.



1994 1996

Branch Manager

GETMA International (NCT NECOTRANS)

Set-up sea freight department at GETMA ZAIRE (based Kinshasa).

- Main activity was to provide logistic services to exporters of timber.
- Timber logs would float in rafts down the Zaire river to the north beaches of Kinshasa, braving bandits and of natural dangers.
- GETMA services started by lifting logs of the water into a yard, marking them, reloading them onto a fleet of MACK Truck contracted to transport them down to Matadi Port where the old coper terminals were used to store the logs and accumulating enough to load one of the Grimaldi RoRo MPP ship sailing to northern Europe.

That activity grew large enough to call for a delegation of Directors from Paris HQ to visit Kinshasa to assess the work.

Sent to set-up the shipping department with MAERSK line at GETMA GABON (based Libreville).

- Responsible for the stevedoring, port operations, clearance, delivery and empty de-hire of MAERSK Lines reefer containers loaded with frozen meat shipped from South America,
- Delivery to Libreville via 2 feeders SVENBORG GOLD and SVENBORG GALANT rotating over the west and central coast line of Africa.
- Very high profile activity during which the ship's manifest was initiated through first internet connection.

Sent to re-organise the transit department at GETMA GUINEA (based Conakry) for one of their major contract with ALCOA: mine supply chain management, and export clearance of the ore by sea-freight.

- The work not only covered sea-freight import but all the air-freight traffic.
- Developed air-freight export of fresh fish to Europe.
- Handled one of the very first gold exploration rig, imported from South Africa by Illushin76 handled at Conakry Airport in presence of the Minister of Transport and the PRESS, which was then sent by road to Siguiri and neighbouring region.



1993 1994

Branch Manager

NOTCO Uganda (Groupe Bollore)

First professional experience

- Employed by HQ in Paris to set-up and manage the Ugandan branch office of SDV NOTCO (Neuville Owens Thomas Company) in Kampala.
- Uganda was a post-war territory, with no international airline connection, extremely rigorous visa, no international companies except a handful of European companies mandated to reconstruct the city and then the country (TOTAL, SOGEA, DRAGADOS, ... etc).
- Competing with was INTRASHIP and TRANSAMI (also owned by SDV).
- Within a year, achieved to reactivate the dormant company, maintain and develop the AES (air operation) contract in Entebbe.
- Setup new offices, employed personnel, refurbished warehouses and operating yard, and started offering logistic services to coffee exporters.

Got to know Mr Richard Talbot, owner and founder of GETMA NECOTRANS, a smaller but more dynamic logistic network developing in Africa, which I chose to join in 1994.

Australia

- Bachelor of Economics and Finance (BAEcon&Fin)
- Australian Government – Qualifications and Skills Recognition

France

- Responsable Opérationnel à l'International (BAC+3)
- École Supérieure de Commerce et Développement 3A (1991 – International Institute 3A).

Professional qualifications

- ISO training (2009 – Bureau Veritas)
- Microsoft Project + advanced (May 2001 – Spherion Perth)
- International Trade (Nov 2000 – Australian Institute of Export)
- International Marketing (June 2000 – J. Trout “Laws of Marketing”)
- Logistics Incoterms 2000 (March 2000 – International C.C.I.)
- Commercial Shipping Law (1998 - Malleons Stephen Jacques')
- Priority Management (1997 – PM Trade)

Skills:

- MS Project
- MS Office (Word, PowerPoint, Excel, Outlook)
- File Maker Pro
- MS Publisher
- Visio Express
- Adobe Acrobat reader / writer,
- various GPS tracking software.

French army – lieutenant

- Sous-Lieutenant – 516eme Régiment du Train
- Chef de Section, Instructeur de Tir,
- qualification parachutiste militaire (Corse),
- Préparation Militaire Terre (Grenoble),
- Préparation Militaire Supérieure (Bordeaux),
- Ecole d'Officiers de Reserve (Tours)



Others:

- Pilot Private B Licence
- Scuba diving (C.M.A.S. 2 stars)
- Equestrian (F.E.F. 3rd level)
- Skydiving (F.A.I. - B licence)