



## News Release

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For Release: December 14, 2015

### **Magno International Names Andre C. Winters as Vice President, Business Development**

**Miami, Fla.,** – Magno International, LP, a global integrated logistics solutions company, today announced the appointment of Andre C. Winters as Vice President, Business Development effective immediately. Mr. Winters will report directly to Chris Monica, Magno International's President. Mr. Winter's will direct Magno's business development strategies and initiatives in the Eastern United States and collaborate with Mr. Monica on Magno's marketing strategies.

Chris Monica stated, "Andre's extensive experience in both domestic and international logistics and supply chain solutions in addition to his specific experience in our key sectors of automotive, industrial, consumer, healthcare and aerospace, brings us a powerful resource which we'll leverage for compelling customer solutions reinforcing Magno's already robust portfolio of services." Monica added, "He has a great track record forged by experience from both a customer's and 3PL's perspective in leadership roles in the United States and abroad. We are fortunate and excited to have someone of his caliber leading our business development and marketing efforts."

Andre has almost 25 years of supply chain and logistics experience in both the domestic and international markets. He began his supply chain career with American Airlines in a number of logistics' roles throughout the United States concluding his tenure as Global Cargo Services Manager in Miami. Andre moved to Northwest Airlines to become Customer Service Manager in both Washington D.C. and Minneapolis before transitioning into a business development role with FedEx Services where he gained valuable sales experience and had great success. He then moved to DHL Express where he became a District Sales Manager in their Central Region. He accepted an Ex-Pat assignment as Area Sales Manager for DHL Express-UAE and was and responsible for the Central and Northern Emirates. He returned to FedEx as Regional Sales and Marketing Director for Falcon Express Cargo (FedEx GSP and 3PL) and responsible for sales growth/retention, pricing policy, product creation, marketing, training and recruitment for all the Falcon owned stations within the Middle East and North Africa. His additional responsibilities included government contracts within the Arabian Peninsula. He was also responsible for marketing and sales development for the FedEx FASC retail locations. Upon his return to the United States he became a Global Account Director with CEVA Logistics.

Andre is a native of Daly City, California and lives in the Minneapolis/St. Paul area with his family. Andre has a BBA in Business from The University of Miami (FL) and a Master's Degree in Global Supply Chain Management from the University of Southern California. Andre is a Lean Six Sigma-Green Belt.

#### **About Magno International, LP:**

Magno International is a NMSDC-certified Minority-, CVE-verified Veteran- (VOSB) and Self-certified Disabled-Owned Small Business offering integrated global Supply Chain solutions. The company offers a variety of integrated transportation and logistics services including local, national and global air and ocean freight forwarding, time-definite LTL, full truckload and customs brokerage. Magno also offers value added logistics solutions in warehousing, order management, fulfillment and returns management. They provide a highly personalized service and a flat organizational structure that allows them to deliver flexible and customized solutions quickly. More than anything, Magno is committed to delivering the best, most efficient solution at the lowest delivered cost.

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