



## Logistics



# Joel Klenck Appointed Vice President, Pricing and Yield Management, for Crowley Liner Services – Puerto Rico/Caribbean

November 14, 2001

(Jacksonville, Fla.; Nov. 14, 2001) – Joel Klenck has been promoted to vice president, pricing and yield management, with overall pricing responsibilities for Crowley Liner Services Puerto Rico/Caribbean group. He is domiciled in Jacksonville, Fla., and reports to John Douglass, senior vice president and general manager of Crowley Liner Services – Puerto Rico/Caribbean.

Klenck began his career with Crowley as a marketing analyst in February 1999. He was later promoted to manager, yield management, and then to manager of Puerto Rico pricing. Klenck served most recently as director, pricing and yield Management, for the Puerto Rico and Caribbean service. The pricing and yield management department focuses on expanding Crowley’s revenue base, analyzing cost variables, and reducing company expenses.

“Under Klenck’s direction the number of confidential contracts with shippers has grown, and the simplification of our tariff has been accomplished through a significant reduction in the number of tariff line items (TLIs),” Douglass said. “Also, working closely with sales, Klenck’s pricing group has promoted an enhanced level of responsiveness to our customers.”

Before joining Crowley, Klenck served in the United States Marine Corps, last serving as a captain in the field artillery. In 1998, he extended his initial commitment to join a marine expeditionary unit. His company, Golf 2/2, participated in missions in Albania protecting U.S. civilians and diplomats from Al Jihad terrorist cells. During these missions, Klenck served as a platoon commander, forward air controller, and naval gunfire liaison officer, responsible for the actions of more than fifty marines.

Klenck holds a doctorate and master's degree in anthropology from Harvard University and a bachelor's degree from Northwestern University, in the same discipline.

Oakland-based Crowley Maritime Corporation, founded in 1892, is primarily a family- and employee-owned company engaged in worldwide logistics, liner services, contract towing and transportation, energy support services, ship assist and escort services, vessel management and petroleum and chemical marine transport. Additional information about Crowley, its subsidiaries and business units may be found on the Internet at [www.crowley.com](http://www.crowley.com).

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