

## About Jim Berlin, Founder & CEO of Logistics Plus Inc.

Jim is a New York City native who attended the University of Buffalo. The first 20 years of his career was in the less-than-truckload (LTL) industry working as a driver, dockworker, and terminal manager - mostly with northeastern trucking company TNT Red Star (which was later renamed USF Red Star).

After being let go by financially-struggling USF Red Star in 1996, Jim founded Logistics Plus with only three employees and a \$120,000 purchase order to manage domestic inbound transportation for GE Transportation, a division of General Electric. That business would eventually grow into a worldwide global supply chain partnership, allowing the company to add new customers across many industries.

In addition to running his business, Jim has heavily invested in the economic development of downtown Erie, Pennsylvania, including the \$2 million renovation of the 80-year-old Erie train station as the company's global headquarters in 2003. The Erie Union Station, and the 50 flags which represent the nationalities of all its employees, has become an iconic symbol for the global logistics company. As a result of Jim's commitment to Erie, hundreds of good paying, fun and interesting logistics jobs have been created and maintained within the community keeping many young professionals 'home' contributing to 'brain gain' rather than 'brain drain' for the region.

Today Logistics Plus has over \$300 million in annual global revenue, over 2,000 customers, and more than 500 employees working in 25+ countries around the world. The company was recently recognized as a fast-growing company by *Inc.* magazine; certified as a Great Place to Work® by the Great Place to Work Institute; named employer of the year by the *DevelopErie* economic development agency; recognized as a Top 3PL by *Multichannel Merchant* media; mentioned as a top freight brokerage firm and warehousing company by *Transport Topics* magazine; named a great supply chain partner by *SupplyChainBrain* magazine; approved as one of the first third-party providers in the *Amazon Solutions Provider Network*; and recognized in multiple years by *Supply & Demand Chain Executive* as a top supply chain project manager.

Jim has been honored as a Most Admired CEO by the Manufacturer and Business Association (MBA), and Ernst & Young (EY) recognized Jim as Western Pennsylvania's "Entrepreneur of the Year" in 2004. In 2005 he was named to the lifelong EY Entrepreneur of the Year World Hall of Fame. This past year, he was named to the Pittsburgh Smart 50 list by Smart Business magazine. Jim is also a long-standing member of the Business Advisory Council for the Federal Reserve Bank of Cleveland.

