



# MEDIA & PRESS KIT

A 21<sup>st</sup> Century Logistics Company™

[logisticsplus.com](http://logisticsplus.com)





- Introduction
- Culture
- Solutions
- Technology
- Summary
- Media Resources

# Contents



# Founded in 1996



Jim Berlin founded Logistics Plus, Inc. in 1996 with only three employees, one customer and a \$120,000 purchase order from our first customer, GE Transportation.

Today, the company has over \$600M in global revenues, 1,200 employees, and thousands of customers.

## Jim Berlin, Founder & CEO



After a 20-year career in the less-than-truckload (LTL) industry, most of that time spent at TNT/USF Red Star, Jim founded Logistics Plus in 1996 with only three employees, one customer, and a \$120,000 purchase order. Though he is a New York City native, Jim has invested heavily in the community's economic development since relocating to Erie, PA. In 2003, he renovated the 80-year-old former train station and made it the company's global headquarters, and he actively participates in many civic initiatives. In addition to many company awards, 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. In addition to his company and community activities, Jim is also a member of the Business Advisory Council for the Federal Reserve Bank of Cleveland.

Connect with Jim at <https://www.linkedin.com/in/jimberlin/>.

## Yuriy Ostapyak, Chief Operating Officer



Yuriy has over 16 years of experience in the international and domestic transportation, logistics, and supply chain sectors. Yuriy's responsibilities include roles in Sales and Management, Trucking and Warehousing, Freight Forwarding and Third-Party Logistics, and Global Procurement. Yuriy has played a key role in closing complex acquisitions, negotiating terms, financial conditions and third-party financing. He has established global FX structure and Global Reconciliation/Netting structures worldwide. He has a consistent track record of delivering positive results to complex customers and business units by identifying and resolving complex issues that reduce cost, uncover waste and drive profitability and effectiveness. Yuriy earned his B.A. in International Business and Marketing from Edinboro University of Pennsylvania in 2004 and, subsequently, a Masters of International Economics from the Kyiv National Economic University.

Connect with Yuriy at <https://www.linkedin.com/in/yuriy-ostapyak-8824869/>.

# Media Contacts



**Jim Berlin**

Founder & CEO  
[Jim.berlin@logisticsplus.com](mailto:Jim.berlin@logisticsplus.com)



**Yuriy Ostapyak**

COO  
[yuriy.Ostapyak@logisticsplus.com](mailto:yuriy.Ostapyak@logisticsplus.com)



**Emile Zafirov**

CIO  
[emile.zafirov@logisticsplus.com](mailto:emile.zafirov@logisticsplus.com)



**Scott Frederick**

CMO & LTL Relations  
[scott.Frederick@logisticsplus.com](mailto:scott.Frederick@logisticsplus.com)



**Peg Adams**

CFO  
[peg.adams@logisticsplus.com](mailto:peg.adams@logisticsplus.com)



**Gretchen Seth**

SVP International  
[gretchen.seth@logisticsplus.com](mailto:gretchen.seth@logisticsplus.com)



**Frank Knafelz**

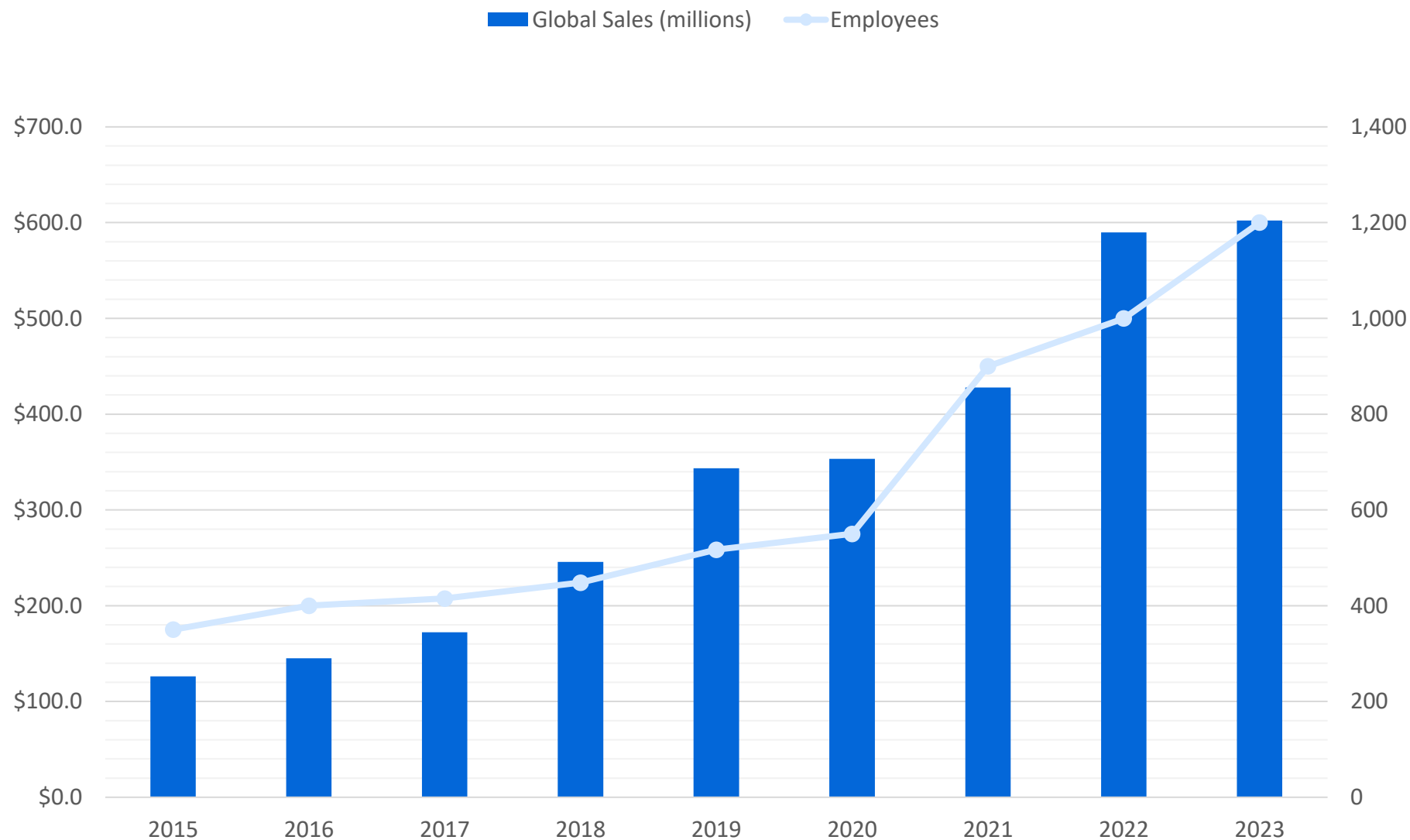
SVP FF&E & Warehousing  
[frank.knafelz@logisticsplus.com](mailto:frank.knafelz@logisticsplus.com)



**Derek Berlin**

SVP Global Gov. Solutions  
[derek.berlin@logisticsplus.com](mailto:derek.berlin@logisticsplus.com)

# Recent Growth



# We Continue to Adapt to Change

1996

Logistics Plus is founded by Jim Berlin when he was given a one-year, three-person purchase order for \$120,000 to manage inbound logistics for GE Transportation (now Wabtec Corp). Jim won Jack Welch's 6-sigma award in his first year.

2001

The Logistics Plus team heroically rallies to move almost 100,000 pounds of cargo from 6 European countries onto one of the first international charter flights booked into the U.S. after 9/11 attack.

2011

Logistics Plus acquires Horizon Logistics adding additional freight forwarding talent and customers to the company, with offices in Irving, TX, Lexington, NC, and San Francisco, CA.

2020

The Logistics Plus Medical division is formed during COVID-19 and helps source, warehouse, and deliver over 10 million pieces of PPE to those in need worldwide. LP named a best medium-sized workplace for second year by *Fortune* mag.

2021

Logistics Plus is certified as a Great Place to Work for a fourth consecutive year. LP named to *Inc.* 5000 honor roll as a 7- time nominee for outstanding growth. In August, Logistics Plus celebrates its 25th anniversary.

2022

Logistics Plus begins providing humanitarian relief aid to Ukraine in the form of monetary donations and the collection, warehousing, and transportation of medical and relief supplies. Over \$1 million in aid has been provided to date.





# We have global scale



Over **75,000 TEUs** managed annually worldwide.



Over **12 million tons** of airfreight managed annually worldwide.



Over **600 thousand** parcel, LTL and truckload shipments managed annually.



Over **10 million square feet** of global warehouse space.





# We Celebrate Our Global Diversity

Fifty country flags fly on top of our global headquarters in Erie, PA.

Each flag represents the nationality of one of our employees (we have more than 50).





# We have a Great Place to Work



Logistics Plus has been certified as a Great Place<sup>®</sup> to Work the past seven years and a top medium workplace in two recent years.

**Inc. Best  
Workplaces**



**Inc.  
Best in  
Business**

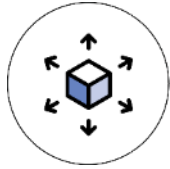
# We've Been Plastic Neutral Since 2020



- Logistics Plus is helping **Ocean Integrity** remove **thousands of tons** of plastic waste from our oceans every year.
- We have received **plastic neutrality certification** each of the past three years.
- We have helped **save the global economy an estimated \$117,612,000** helping combat waste and inflation worldwide.
- There is a standard that **converts the plastic removed into carbon saved** and we are working for it to be universally recognized.
- Members of the **SmartWay Transport Initiative** since 2010 with the goal of reducing our impact on the environment.
- In 2022, we were tied among all partners for managing **the lowest amount of CO2 emissions/mile**.
- Total partnership **savings of 248.9 million barrels of oil**, \$33.4 billion in fuel costs and 119 million tons of air pollutants.



# We Cover Every Supply Chain Link



## 3.5PL™, 4PL, Supply Chain & Technology Solutions

- 3.5PL™, 4PL, Supply Chain & Tech. Solutions
- 4PL & Supply Chain Consulting
- Dedicated On-Site Resources
- Global Sourcing & Procurement
- LP FAS™ Freight Audit & Payment Solutions
- Shippers' Interest Cargo Insurance
- Linguistics & Translation Services
- Global Supply Chain Control Towers
- MyLogisticsPlus™ Global Dashboards & BI
- Industry-Specific Solutions:
  - + Alcohol & Spirits
  - + Aerospace, Aviation & Defense
  - + Automotive
  - + Chemicals & Refining
  - + Consumer Products
  - + Cyber School & Education
  - + FF&E Logistics
  - + Financial Services & Data Centers
  - + Government & Military
  - + IT Infrastructure
  - + Manufacturing
  - + Motorsports, Yacht & Commercial Craft
  - + Oil & Gas
  - + Pharma & Healthcare
  - + Retail & Distribution
  - + Solar & Renewable Energy



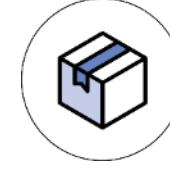
## North American Transportation Management

- Standard Less-Than-Truckload (LTL)
- Volume, Guaranteed & Expedited
- Trade Shows & Events
- Dry Van, Flat Bed & Refrigerated Truckload
- Expedited & Exclusive Use
- Cross-Border U.S. / Canada / Mexico
- Parcel & Small Package
- Rail & Intermodal
- Domestic Air & Ocean
- Freight Audit & Payment
- Freight Claims Management
- eShipPlus™ & MyLogisticsPlus™ Transportation
- Management System (TMS)
- MyFreightTrends™ Dashboards & Analytics



## International Freight Forwarding & Global Logistics

- Import & Export Services
- Air Freight Forwarding & Air Charters
- Ocean Freight Forwarding (FCL & LCL)
- Hand Carry Services
- Break Bulk & Heavy-Lift Project Cargo
- Over Dimensional, Oversized & OOG
- Customs Clearance & Trade Compliance
- Licensed Customs Brokerage
- Remote Location Filing (RLF)
- Compliance Consulting & Training
- Free Trade Agreement Compliance & Audits
- Importer of Record (IOR) & Exporter of Record (EOR)
- Amazon International Shipping
- eWorldPlus™ & MyLogisticsPlus™ Cargo Management Tools



## Warehousing, Fulfillment & Installations

- Inbound & Outbound Turnkey Process
- Inventory Management
- Pick, Pack & Ship
- Order Entry & Reporting
- Call Center & Returns Management
- Amazon Prep & Storage
- FBA & FBM Services
- Final Mile Deliveries & Installations
- Multiple Bonded Warehouses in U.S.
- Warehouse Management Systems (WMS)
  - + LP-managed warehouses across North America comprising over 8M square feet
  - + Over a half dozen warehouses across Europe and Asia comprising an additional 2M+ square feet
  - + Additional virtual warehouses wherever they are needed





We're  
Highly  
Regarded





**Our global footprint is comprehensive**

# We have World-Class Technology



MyLogisticsPlus™ is our custom-built portal, personalized to meet our clients' specific integration, data processing, process flow, visualization, analytics and reporting requirements.

## CargoWise One

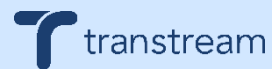
Our integrated global logistics and back office platform for freight forwarding, customs clearance, warehousing (WMS), and more.



Our CargoWise One-integrated client portal for real-time global shipment quoting, cargo tracking, warehousing, and more.



Our proprietary North American transportation management system (TMS) designed to be extremely flexible and user-friendly for quoting, tracking, booking, and more.



Our integrated global multi-carrier omni-channel high-speed shipping platform for e-commerce, drop shipping, fulfillment and more.



Qlik is a 11-year Gartner Magic Quadrant Leader platform that powers our business intelligence (BI) and analytics.



Our B2B data interchange solution for easy integration with EDI and non-EDI partners, ERP Systems and eCommerce platforms.



Our E-commerce Fulfillment Suite: OMS+WMS, robust API connectivity and plug & play integration with all major shopping carts and marketplaces.



A fully customized, turnkey management system for Furniture, Fixtures & Equipment (FF&E) customers.



# We have Loyal Customers



“

## Getting it done ...

I have known Jim and many at Logistics Plus for the 20 years I've been with General Electric. He has built a **solid reputation** in placing the **customer first**...always. Jim and his team are known for getting it done...period. Jim will tell you LP was **born from the rib of GE** and I agree in how he runs the company and drives to ensure **the customer is taken care of at every turn**.

*General Electric (GE) Executive*

”



“

## Out of the box ...

LP is an **“out of the box” full-service provider** with a dedicated leadership team and operational staff. Putting the **customer first** along with the **can-do attitude** and fearless management of all types of transactions has brought the company success. This is evidenced by LP's **continued growth** and extensive footprint.

*Freight Forwarding Company Executive*

”



# Summary

We are the logistics company that says “**yes**” to any logistics or supply chain challenge.

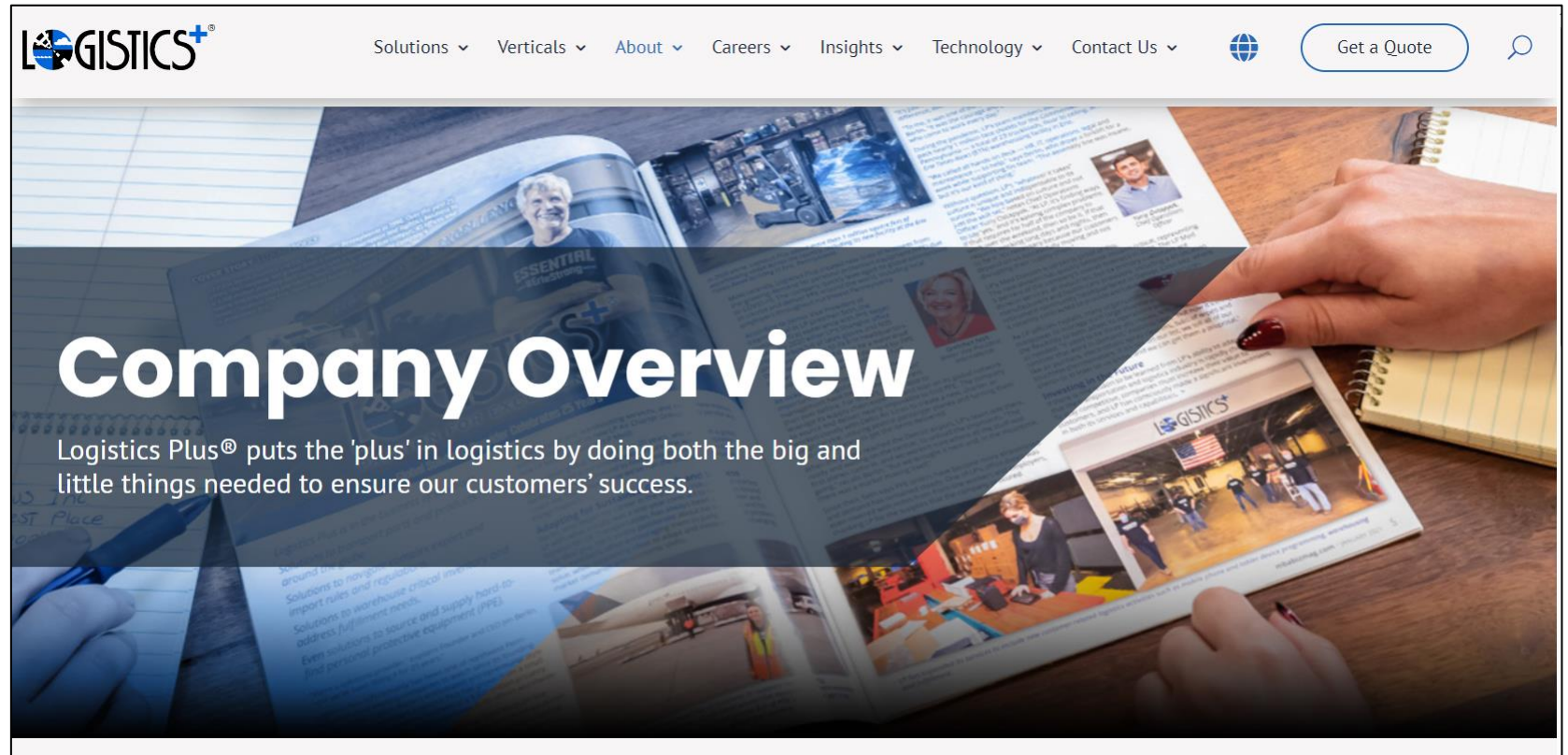
We are large enough to cover every link in your supply chain, but **flat** and **responsive** to your needs.

We put the “**plus**” in logistics by doing the countless things that ensure your satisfaction and success.

We have ***passion for excellence*** in all that we do.



- This **Media & Press Kit** can be [downloaded as a ZIP file](https://www.logisticsplus.com/about-us/) with the Logistics Plus logo (PNG, JPG, and EPS) and photography. Additional resources are available on the Logistics Plus website at <https://www.logisticsplus.com/about-us/>.



# Media Resources



# The World Keeps Changing.

Whenever change happens.  
Whatever it is.

 **LOGISTICS<sup>+</sup>** Delivers!

[logisticsplus.com/change](https://logisticsplus.com/change)