

# LOGISTICS+<sup>®</sup>

PASSION FOR EXCELLENCE



**Jim Berlin**  
Founder & CEO



## COMPANY PROFILE

### Global Growth for 27+ Years



**Yuriy Ostapyak**  
Chief Operating Officer

#### Humble Beginnings

Logistics Plus (LP) was founded in late 1996 and recently celebrated its 27th anniversary. This Erie-based company has come a long way from its humble origin as a three-person operation supporting vendor routings for GE Transportation. Today, Logistics Plus is considered a global supply chain and technology solutions company with over \$500 million in annual sales and more than 1,200 employees located in 50-plus countries worldwide.

#### Passion For Excellence

"I always say Logistics is in our DNA," says Jim Berlin. "When I created Logistics Plus twenty-seven years ago, I wanted LP to be the company with a passion for excellence and to put the 'plus' in logistics. We've always seen ourselves as a global solutions provider, taking us in newer and newer directions. So, the 27 years have rolled by pretty quickly."

Some of those new directions include big investments in warehousing and fulfillment over the past few years. In addition to acquiring multiple facilities in and around Erie, including the *Times-News* building in 2020, LP has expanded warehousing operations in Southern California, Chicago, Charlotte, and Phoenix. It now has over 5 million square feet just in the U.S. alone.

Technology has also been a significant investment area as the company routinely develops custom TMS, WMS, and business intelligence (BI) solutions for its clients.

#### Global Growth

In addition to its growth and expansion in Erie and the United States, Logistics Plus has been actively building out its global footprint and capabilities. Logistics Plus has been a strong advocate for support and rebuilding efforts in Ukraine since the war began.

Last July, LP doubled-down on that commitment by purchasing Concord-Trans, a Ukrainian-based freight forwarding and logistics company with offices in Kyiv and Odesa. It also expanded its neighboring Poland operations and opened a new warehouse there to support ongoing relief efforts in the region. The company now has over 100 employees across Ukraine and Poland alone.

"Logistics is critically important to rebuilding infrastructure in Ukraine," says Yuriy Ostapyak, a Ukrainian-born U.S. citizen. "Our goal is to create a platform for U.S. and Western businesses to be able to invest and operate in Ukraine, now and after the war finally ends."

Earlier this year, LP acquired Jan Krediet, a leading European logistics service provider in the furniture, kitchens, project furnishing, forwarding, warehousing, and value-added services segments, with over 200 employees at offices and warehouses in the Netherlands.

"As longtime partners, we knew this company and its people very well," says Yuriy. "We wanted more of a presence in Europe, and the cultural fit made Jan Krediet a natural choice for us."

In addition to its European expansion, LP has opened new offices in Australia, Brazil, China, Japan, the Philippines, Thailand and Vietnam.

One thing is sure: Western PA is lucky to have a cool, global company like Logistics Plus as its home as it pursues its mission of humbly conquering the world from Erie.



Earlier this year, Logistics Plus acquired Jan Krediet, a leading logistics company based in the Netherlands.



Berlin still jokes that Homer Simpson is the chairman of LP.



Logistics Plus continues to expand its operations in Erie and around the world. The company now has over 8 million square feet of global warehousing.

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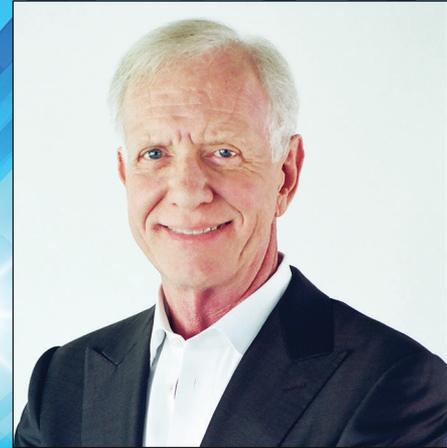
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Students, educators and business and community leaders will join us at the Bayfront Convention Center for an amazing exhibition of innovation, technology and career opportunities available in today's manufacturing industry at the 10th annual MFG Day. In the evening, we will welcome a sold-out crowd of business leaders the region's premier networking occasion of the year, our 118th Annual Event, featuring keynote speaker Ambassador "Sully" Sullenberger, American fighter pilot, diplomat and airline pilot best known for the "Miracle on the Hudson."



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