

## 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 were 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 then 80-year-old Erie train station as the company's global headquarters in 2003. The Erie Union Station, and the 50 flags representing all its employees' nationalities, have 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 nearly \$500 million in annual global revenue, over 2,000 customers, and 1,000 employees working in 30 countries worldwide. The company has been recognized by *Inc.* magazine as a Great Workplace and a fastest-growing private company; certified as a Great Place to Work® and a top medium-sized company by the Great Place to Work and *Fortune* magazine; recognized as a Top 3PL by *Multichannel Merchant* and by *Global Trade* magazine; listed as a top freight brokerage firm and dry storage warehousing firm by *Transport Topics* magazine; 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. In 2018, he was named to the Pittsburgh' Smart 50' list by Smart Business magazine, and in 2020 he was one of only fifty CEOs recognized with a 'For All Leadership Award' at the 3rd annual Great Place to Work Leadership Awards Gala. Jim is also a long-standing member of the Business Advisory Council for the Federal Reserve Bank of Cleveland.

