

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.

Today Logistics Plus has \$150 million in annual revenue, over 2,000 customers, and more than 400 employees working in 20 countries around the world. The company was recently recognized as a fast-growing company by *Inc.* magazine, employer of the year by the *DevelopErie* economic development agency, a top 50 freight brokerage firm by *Transport Topics* magazine, a great supply chain partner by *SupplyChainBrain* magazine, and by *Supply & Demand Chain Executive* magazine for overseeing a top supply chain project.

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. He is also a member of the Business Advisory Council for the Federal Reserve Bank of Cleveland.