

TIA NEWS FLASH!



CALLING ALL LOGISTICS EXECUTIVES!

Don't miss the Saturday afternoon panel that could change the course of your business!
(And maybe win a steak dinner at Morton's on top of it!)

Mergers, acquisitions, divestitures, bolt-ons, roll-ups and consolidations, are the game changing features of the evolution of any logistics business. These events can positively change the fortunes, outcomes and strategic path of the company and its executives, and employees. These developments have rippled through the logistics industry in the last few years and changed the strategic paths of many logistics companies for the better. This Saturday afternoon panel will provide guidance for executives on potential acquisitions, sale of businesses, add-ons and bolt-ons of smaller companies in the logistic space, *and exit strategies for a high profit transition.*

TIA and Eric Zalud of the Benesch law firm have assembled a star-studded cast of *some of the preeminent mover and shakers in the logistics M&A industry*, who have been involved in some of the most game changing logistics mergers and acquisitions in recent years. *They know the industry. They know what buyers are looking for. They know what sellers should be doing to make their businesses appealing to buyers.* They know how to facilitate strategic combinations with other companies in the industry, how to coordinate equity infusions from PE funds, and financing from investment bankers. In short, they know how to help you transform your business. This panel will have ample opportunities for Q&A and direct interaction with the panelists, *for all your questions about M&A strategies.* The panel will also have excellent and current legal, business and practical content on M&A, consolidation and strategic acquisitions in the industry.

YOU WON'T WANT TO MISS IT. TELL YOUR FRIENDS.

It will be a 90 minute investment very well spent, for you and your company, with plenty of time in Vegas thereafter.

April 8, 2017

2:00 p.m. to approximately 3:30 p.m.

KICKING THE TIRES: BUYING AND SELLING LOGISTICS COMPANIES

There are a smorgasbord of federal regulations governing the logistics space that influence risk assessment and impact buy-and-sell decisions. This panel will address the critical, game changing decision point of acquiring or selling a logistics company, including whether a logistics business should expand and hybridize its business model to include asset based or asset light service offerings. Hear from those who have actually made those decisions, along with guidance from experienced logistics counsel.

Panelists: The panel will be moderated by Eric Zalud of the Benesch law firm. The panel features Ken Forster, CEO, of SunteckTTS, now the 24th largest freight brokerage as rated by *Transport Topics*; Richard Phillips, CEO of Pilot Freight Forwarders, now number 21 on the *Transport Topics*' list of air forwarding 3PL's; Bob Bianco of Calera Capital, a private equity fund making investments in the transportation logistics space (with several logistics portfolio companies), and Ron Lentz of G2 Capital, an investment banker and business counselor who has helped navigate and finance over 100 deals in the logistic space in his career. (Bios attached)



Eric Zalud, Partner and Co-Chair,
Transportation and Logistics Practice
Group, *Benesch*



Bob Bianco, Operating Partner
Calera Capital



Ken Forster, President and CEO
SunteckTTS



Ronald Lentz, Managing Director,
Transportation and Logistics Practice
Leader, *G2 Capital Advisors, LLC*



Richard G. Phillips, Jr.
CEO, *Pilot Freight Services*

They know the industry and they know it well, from the nuts and bolts of multipliers and EBIDTA, to broader industrywide M&A trends, and they are here on Saturday afternoon to *share their knowledge and insight into your business plans.*

Steak dinner bonus: As a special bonus, not only will the panel provide food for thought; but they will be raffling off a \$250 gift certificate for a steak dinner at Morton's — maybe to help celebrate the closing of a deal that happened because of this panel!