

# Mike Welch

President

## Summary of Qualifications

Experienced senior-level-executive with over 28 years of logistics involvement. Developed and grew a start-up North American ground expedited company that grew 15% to 20% year over year. This consistent growth propelled the company into a major player in the expedited industry. The success led to the sale of the business to a public company. After a year, he became CEO of the public company and led the entity to steady growth and profitability. During his tenure, he was active in all aspects of the business; including acquisitions, dispositions, and working with a skilled management team to accelerate organic growth. The success of the business led to a sale of the majority shares to a private equity company in 2011.

## Professional Experience

### **Express-1**

**1989-2004**

*President/Founder*

- Started with 2 trucks
- Active in operations, sales, and administration
- Grew company to approximately \$25 million in sales
- Successfully orchestrated sale of company to Segmentz (SZI)

### **Segmentz**

**2004-2005**

*President*

- Responsible for all operating companies
- Divested or sold all unprofitable operations
- Led company to profitability

### **Express-1 Expedited Solutions**

**2005-2011**

*CEO*

- Changed name to Express-1 Expedited Solutions (XPO)
- Acquired Concert Group Logistics - freight forwarder located in Illinois
- Cold started Bounce Logistics - premium truck brokerage in Indiana
- Acquired First Class Expediting - located in Michigan
- Acquired LRG - international freight forwarder in Florida
- Grew revenue from \$40 million to over \$177 million in 2011
- Significantly grew shareholder value
- Negotiated the successful sale of (XPO) to Jacobs Private Equity

## Education

- Bachelor of Business Administration, Western Michigan University, 1986

## Achievements

- Served as President of Lake Michigan College Foundation
- Served as Board President of the Niles-Buchanan YMCA
- Served as Board President of Southwest Michigan Growth Alliance
- Served as Chair of St. Joe/Benton Harbor United Way Campaign
- Taught marketing at Southwestern Michigan College
- Named South Bend Transportation Club - Person of the Year
- Vice-President of the Board of Education at Lakeshore Public Schools
- President of SJ/BH Chemical Bank Board of Directors