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## Zipline Logistics Names Lynch CEO

Walter Lynch of Mt. Lookout has been named chief executive officer of Zipline Logistics, LLC of Columbus, Ohio. Zipline is listed in Inc. 500/5000 as one of the fastest-growing private companies in the U.S.

Lynch will enhance the overall organizational structure of the company and head processes within the business, including human resources, training and CFO functions.

Zipline has 19 full time employees, up from 12 a year ago, and is on track to grow revenues about 80 percent this year to reach \$16 to \$18 million, said Lynch.

Revenue in 2011 was \$10 million, a 133 percent growth rate from 2010's \$4.3 million.

Zipline's growth is a validation of the company's core founding belief that the third party logistics (3PL) market was in need of the same type of segmentation that already exists in the asset-based transportation sector, said Lynch.

“The typical model of a 3PL organization tends to focus on price and sell to anyone who will buy, and buy from anyone who will sell,” he said. “We see that culture as detrimental to quality- and service-minded parties on both the client and carrier side of our market. To meet this demand we have identified and partnered with the carriers that offer great service and quality equipment and focused our sales efforts on customers that absolutely demand top-tier service. It’s truly a win-win partnership.

“Not only are we providing the top-tier reliability and service that we initially set out to create, but our clients have also expressed to us that we represent them well and carry their brand’s integrity through their supply chain from shipper to final destination. Every delivery acts as an affirmation of our clients’ commitment to quality.”

Lynch, 36, is a Zipline Logistics company founder. A graduate of St. Xavier High School in Cincinnati, he holds a bachelor’s degree in political science with a minor in economics from Miami University. He has worked in the asset management industry for the past 12 years, raising capital for various investment vehicles and disciplines from high net-worth individuals and institutions.

He and his wife, Christine, have three young sons.

Zipline co-founders and partners retain their current roles. Andrew Lynch is president and director of operations, handling daily operations and overseeing the carrier sales department; John Rodeheffer is director of customer sales and marketing; and Edward Williams directs enterprise and national accounts.

The third-party logistics company was founded in 2007. Zipline handles truckload, less-than-truckload and rail shipment delivery across the United States, Canada and Mexico.

In 2011, Zipline was a finalist for the Best Places to Work awards by Business First magazine. In 2010, Zipline ranked 12<sup>th</sup> in Columbus's Business First's Fast 50 list, which annually recognizes the fastest-growing companies in central Ohio.

Experienced employees, technology investments and 'Golden Rule' customer service allowed Zipline to forge strong relationships with carrier partners and maximize overall efficiency and savings in all logistics operations.

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