



Home | Membership | Events | Social Enterprise | Careers | About Us

### \*\*\* PBC: Sidney R. Brown, Chief Executive Officer of NFI \*\*\*

Hear how one of our own has helped transform the family trucking company into a logistics powerhouse!

#### Presidents Breakfast Club

**Date: Friday December 2, 2011**

**Time: 7:30am - 9:00am**

**Place: The Union League**

All members are encouraged to sign-up online for tickets indicating their plans to attend, and to bring guests. The event is free to Sponsors, Patrons, and PBC Members. For others, the cost is \$30 when pre-registered in advance, or \$40 at the door.

[Click Here to Register!](#)

Sidney R. Brown (HBS '83) is Chief Executive Officer of NFI – a family-owned firm which has grown into one of the top logistics companies in North America. After graduating HBS, Sid joined the family business with his two brothers, Ike and Jeffrey, working under his father, Bernard. Today the firm, based in Cherry Hill, New Jersey, is widely regarded as a premier integrated supply chain solutions company.



Under Sid's guidance, the company grew rapidly across North America, through startups, acquisitions, and aggressive growth of the base business. Today NFI employs more than 5,500 people in the US and Canada and owns or manages more than 19 million sq. ft. of warehouse space. Revenues have surpassed \$900 million and the company is well positioned to continue its explosive growth.

In the early 1980's, the company (known as National Freight) was focused mainly on over-the-road trucking services. It evolved into four affiliated companies providing transportation services (National Freight), warehousing and inventory management (National Distribution Centers), dedicated fleets and transportation management (Interactive Logistics) and real estate development (Real Estate). In 2008, the company positioned all its companies under one corporate brand – NFI – consisting of Logistics, Warehousing and Distribution, Transportation, Intermodal, Real Estate, Transportation Brokerage, Contract Packaging, Solar, Global Freight Forwarding and NFI Canada.

Sid graduated Georgetown University in 1979. He then began a two-year stint at Morgan Stanley in New York City as an analyst in the corporate finance department of the investment bank. He currently sits on the Board of the Sun Bancorp, Inc. where he serves as a Vice Chairman and is also a Board Member of J&J Snack Foods. Sid, his wife Sandy, and their three children reside in Voorhees, New Jersey.

**Our discussion will take place Friday, December 2, 2011 in the Lincoln Memorial Room at the Union League, which is located at Broad & Sansom Streets in Center City. A light breakfast will be available beginning at 7:30 AM with our discussion starting at 8:00 AM and ending promptly at 9:00 AM. The event is free to Sponsors, Patrons, and PBC Members. For others, the cost is \$30 when pre-registered in advance, or \$40 at the door.**

**This event takes place at:**

The Union League of Philadelphia  
140 South Broad Street - 2nd floor  
Philadelphia, PA 19102  
tel.: (215) 405-9578  
[www.unionleague.org](http://www.unionleague.org)

[Click Here to Register!](#)

**Event Fees are Non-refundable.**



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