



BRIAN L. FIELKOW, JD

CEO ▶ BOARD MEMBER | US & CANADA OVERSIGHT

Thought Leadership & Management Abilities Transferable to All Industries

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EXECUTIVE BIOGRAPHY



EDUCATION & CERTIFICATIONS

JD • Northwestern University School Of Law (IL)

BA • University of Wisconsin (WI)

HONORS & AWARDS

- One of National Safety Council's 2022 CEOs Who "Get It!"
- One of Houston's Most Admired CEOs by Houston Business Journal, 2019
- Entrepreneur Magazine: One Of 360 Businesses Mastering the Art & Science of a Growing Business
- National Safety Council Distinguished Service to Safety Award, 2018
- Jetco named Top 20 Fleet to Drive For in North America in 2021
- Top Company for Women to Work For in Transportation, 2021
- Fleet Owner Magazine – Top Trucking Industry Influencers, 2021
- Specialized Carriers & Riggers Association, Fleet Safety Award Winner, 2021
- Our Driving Concern Award for Contributions to TX Traffic Safety, 2019 & 2021
- Affinity Insurance Company – Risk Control Safety Award, 2017
- Texas Trucking Association – Safety Grand Champion & Divisional Safety Award, 2012, 2015–2019

Many other awards available upon request.

At the forefront of creating long-term value, developing people, and building positive company and safety cultures, you will find Brian Fielkow, an entrepreneurial business champion with high integrity and ethics. *"Strong on the inside, unbeatable on the outside,"* he sets non-negotiable core values as a synergistic leader, growth strategist, and business value creator

Brian is a people- and capability-builder who unlocks potential in individuals and teams to maximize performance, profits, and competitive advantage.

Brian has ensured business prosperity and success for organizations in all market cycles, including economic downturns and major hurricanes/natural disasters. Jetco won Houston Chronicle's "Best Place to Work" Award for 7 consecutive years, where the company scored highest for employee's recognition of commitment to their values.

Brian is credited with enabling 2 successful exits: The Peltz Group to Waste Management and Jetco to The GTI Group.

Currently, Brian serves as a strategic advisor and board of directors' member of The GTI Group. In his previous role as GTI EVP, he is credited with seamlessly integrating Jetco business operations into The GTI Group, growing annual revenues at Jetco business unit by 24% YOY with 50% EBITDA gains (vs. 2019) despite the pandemic crisis.

Leading growth and ensuring CAPEX discipline, Jetco Logistics (founded by Brian in 2010) leveraged an asset-light business model that now accounts for 50% of overall revenue. He has a long-term record of eliminating waste and inefficient processes, resulting in increased cash flow.

Previously, as the CEO and Founder of Jetco Delivery LLC, Brian generated a 20%+ annual return on a \$20M+ investment to build one of the market's youngest fleets. He uplifted annual revenues from \$5M in 2006 to nearly \$70M currently, launching 3 new profitable businesses under Jetco's umbrella: Jetco DFW (2017), Jetco Logistics (2010), and Jetco Heavy Haul (2008).

Here, Brian grew the team to a diverse 240+ workforce, creating a cohesive culture focused on a safety-focused environment and diversity, equity, and inclusion mindset. He achieved an attrition rate of less than 20%, significantly less than the 100%+ industry average.

To lower claims, improve operating metrics, and elevate client experience, Brian modernized fleets by introducing cutting-edge truck technology and a real-time tracking portal for customers. Brian is recognized by Port Freeport for environmental stewardship for his innovative and eco-friendly solutions that help shippers efficiently meet the demands of growing Texas EXIM markets.

Earlier, as the EVP of Waste Management's Recycle America Alliance subsidiary, Brian operated as an integral member of the 6-member RAA senior leadership team to drive revenues, turn around underperformance, save costs, and improve the safety environment across the organization.

At the Peltz Group, Brian served as the COO, fueling annual revenue growth from \$18M to \$85M in enterprise value with full \$200M P&L responsibility.

Brian is an engaging speaker, author, and mentor—he has presented internationally to tens of thousands of people on building vibrant company and safety cultures. Additionally, he has authored books and articles on industry, company, and safety culture. His work has been featured in the *Wall Street Journal, Inc. Magazine, Entrepreneur*, and other national publications.

Brian is happily married with 3 grown kids. He loves traveling, hiking, and boating, as well as classic and mellow rock music. For Houston Food Bank, he helped raise \$300K, serving as Chair to the Taste of the Texans fundraiser.