



TED SHOWN

Executive Vice President | Logistics

Ted Shown is CEO and President of TGSA Logistics. Previously Ted was President of Logistics Unlimited (LUI) since its founding in 1999. Prior to LUI, he was President and founder (in 1983) of Ted G. Shown Associates (TGSA) which was in the business of providing cargo management services to passenger airlines. Logistics Unlimited was a freight forwarder which moved freight worldwide with heavy concentration in the domestic markets. TGSA Logistics is a logistics consulting firm that provides consulting and services to medium size companies. The goal of TGSA Logistics is to reduce its clients logistics expenses while keeping service constant or improved. TGSA brings experience, sophisticated analysis and best of breed IT systems to its clients to optimize their logistics systems.

He is a lifetime member of the Institute of Electrical and Electronics Engineers (IEEE), the Naval Institute, Navy League, American Legion, Society of American Magicians, Texas Association of Magicians, Association of the United States Navy, and other professional associations. He served for several years on the Air Forwarders Association's Compliance Committee which deals with security and other government issues.

As Director of Market Development at Air Cal, Mr. Shown was responsible for drafting and presenting the annual marketing plan. He and his team created the airline industry's first ever frequent flyer plan at AirCal and many other innovative and ground-breaking programs such as books of prepaid tickets for frequent travelers. It was at AirCal that he discovered the potential for incremental profit to be had with an aggressive cargo program.

After writing the original Business Plan for Jet America Airlines in his spare time, he left AirCal to become a founder and Vice President of Marketing and Planning at Jet America. He was part of the "Road Show Team," which raised some \$20,000,000 in two public offerings. The carrier became profitable in its seventh month, a record for new airlines at that time. While there, he created one of the industry's first computer based capacity control systems using an Apple computer.

Mr. Shown left Jet America to pursue his own company, TGSA, which provided Air Cargo marketing services to numerous airlines, including Air Cal, Braniff, America West, Southwest, Midway, MGM Grand, USAir, Total Air, TWA, Northwest, American Trans Air, Sun Country, Reno Air, Spirit, AirTran, Eos and others. At all of these carriers, innovative and aggressive marketing programs were the hallmark of TGSA's efforts coupled with quantitative analysis of the results including market by market studies of the effects of various marketing and sales techniques. Over the years, millions of dollars were added to TGSA's client airline's bottom lines due to cargo sales.

In 1999, he and three TGSA employees formed Logistics Unlimited, Inc. a non-asset based, mode neutral freight forwarder.

In 2014, as the transportation industry continued to change, he formed a new company, TGSA Logistics, which serves medium sized companies with their logistics needs. TGSA Logistics brings its years of experience in moving freight to its clients and works with them to not only negotiate the lowest possible rates, but to select optimum modes and shipping practices.

Ted resides in San Juan Capistrano with his wife, Linda. They have three grown daughters, Nicole, Tiffany and Amanda. They have four grandchildren, Jady Kyle, Ryan and Ayla.

Education

Mr. Shown has a BA and BS in Electrical Engineering from Rice University in Houston, Texas, an MS in Systems Management from the University of Southern California in Los Angeles, California, and a MA in Christian Apologetics from Biola University in La Mirada, California. Currently, he is pursuing a Masters in Science and Religion. He served as a fleet carrier aviator in the US Navy. During the last part of his active duty, he served on the Navy's Logistics Task Force, which established the Navy's organic airlift capability. He left the regular Navy and entered the Navy Reserve where he worked at the Naval Air Systems Command. He is currently retired with the rank of Commander.