

Daily Herald BUSINESS LEDGER

The Business Resource for Suburban Chicago

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Coffee Break: Vaughn Moore

Tuesday, August 12, 2014 4:45 PM

Q: If you could put your company name on a sports venue, which one would you choose?

A: Actually, we do an April Fools' piece in the AIT internal newsletter every April 1. Last year, we made an 'announcement' that AIT had secured naming rights to the football stadium at my alma mater, University of North Carolina at Chapel Hill. We even graphically enhanced an aerial shot of the stadium and superimposed our logo on the field. There were a number of co-workers who believed it at first including our accountant who couldn't believe we hadn't consulted with him about the financials.

Q: What's new at your company?

A: This is a very exciting time to be at AIT Worldwide Logistics. Across the globe, our company is experiencing rapid growth, rolling out updated branding and hiring talented personnel to augment our exceptional staff of logistics professionals. Both the transportation industry and our clients have noticed AIT's brand and commitment to service excellence.

Q: From a business outlook, who do you look up to?

A: Warren Buffett is a leader who consistently has my respect. Certainly his business achievements are extraordinary, but his humility and commitment to giving back are what I admire most about him.

Q: If you had one tip to give to a rookie CEO, what would it be?

A: Trust your gut. There's not a particular book or piece of golden advice that will provide all the answers. Rely on your experience to guide you.

Q: Do you have a business mantra?

A: Never be afraid to hire better than yourself. We want everyone in our organization to have permission to do exactly that. The mark of good leadership is a high performing team, not one person trying to do it all.

Q: Do you plan to hire additional staff or make significant capital investments in the next year?

A: AIT will continue making investments to reinforce the company's structure and accommodate global expansion. Personnel has been a key investment factor — we've created many new jobs across the network and promoted from within.

Q: What will your company's main challenges be in the next year?

A: I view myself as the custodian of the culture at AIT and nurturing our culture is constantly top of mind for me. One challenge as we grow is to stay vigilant and preserve the important aspects of AIT's culture.

Q: What do you like to do in your free time?

A: I enjoy playing golf and spending time with my family.



Vaughn Moore

President & CEO
AIT Worldwide Logistics
701 N. Rohlwing Road,
Itasca, IL 60143

Industry: Global Supply Chain Solutions
Annual sales: \$350 million
Number of employees: 800+
Age: 43
Website:
<http://www.aitworldwide.com/>
Family information: Married with one daughter



Upcoming Events and Specials

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Business Events Calendar

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Events in the Next 7 Days

Q: What book is on your nightstand?

A: "Inferno" by Dan Brown.

Q: What keeps you up at night?

A: The responsibility of providing a livelihood for AIT's co-workers is something I take very seriously. The company has strong structure, positive direction and excellent financial health. I am constantly aware of the jobs supported by AIT and that is a powerful motivational force.

Q: What was your first paying job?

A: Mowing lawns in the neighborhood when I was a kid. Only one in three actually paid me — my dad told the others it was "on the house"!

Q: What is one funny thing that has happened to you in your career?

A: When I was a young sales rep, I spilled an entire glass of red wine all over my suit, tie and shirt in front of a big client. I was stuck in a giant restaurant booth and had to take my lumps from the others who all had a good laugh!

Q: What is one interesting fact about you or your company that most people may not know?

A: AIT's commitment to the community as a company is well known, but I think a lesser known fact is the extent to which our co-workers are involved in giving back as individuals. Through our AIT Cares program, we know that every year AIT co-workers are volunteering their time to more than 100 charitable organizations around the world.

— *Kim Mikus*

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Phone: 847.427.4300 or E-mail: blnews@dailyherald.com

P.O. Box 280

Arlington Heights, IL 60006

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