

Company Profile

PartnerShip® provides shipping solutions to small businesses.

PartnerShip LLC is a leading shipping solutions provider to over 17,000 businesses across North America. We have enjoyed significant success over our 25 year history by helping our customers save time and money in all facets of shipping and logistics, including LTL freight, truckload, tradeshow, expedited,



and small package shipping. We also provide specialized solutions that address many small business needs, including storage, shipping supplies, invoice consolidation, inbound shipping management, and more.

PartnerShip was founded in 1989 by the non-profit National Association of College Stores (NACS, Inc.) to provide discounted shipping management services to NACS members within the college industry. In June 1999, PartnerShip was established as a stand-alone, limited liability company (LLC) to enable better focus on our expanding customer base and growing services outside of the college industry, including endorsed shipping provider status for over 120 associations and/or industry groups.



PartnerShip is headquartered in Cleveland, Ohio, with a satellite sales office in Irvine, California. Our strength stems from our 25 years of shipping and freight management

experience, an entrepreneurial and fun culture, strong customer and carrier relationships, seasoned management, dedicated employees, and financial strength. When you work with PartnerShip, we do the heavy lifting so you don't have to. You have a business to run and we are here to help you with simple, worry-free shipping, outstanding savings, and exemplary customer service from our friendly, knowledgeable staff.

MILESTONES

1989

Founded as a group within NACS, Inc. to serve the shipping needs of members within the college industry.

1994

Division within NACS is branded **Association Connections**. Shipping services extended to retail businesses in the book and sporting goods industries.

1999

Association Connections converted to a stand alone Limited Liability Company (LLC) division of NACS.

2001

Association Connections rebranded as **PartnerShip LLC**.

2006

PartnerShip introduces full-service LTL and tradeshow freight management services to its customers.

2009

New **PartnerShip.com** website introduced with easy-to-use online freight management tools.

2010

PartnerShip opens satellite sales office in Irvine, California.

2011

After nearly tripling in size over a five-year period, PartnerShip moves into new corporate headquarters at 29077 Clemens Road in Cleveland, OH.

2012-Present

PartnerShip continues expansion efforts with updated branding, a redesigned website, and new service offerings, including truckload brokerage, shipping supplies, and more.

Today PartnerShip provides shipping solutions to over 17,000 businesses representing many industry groups across North America.



THE PLAIN DEALER



HONORING 99 GREAT WORKPLACES FOR TOP TALENT IN NORTHEAST OHIO



Our Mission

Fulfill the shipping related needs of our customers and, in doing so, exceed their expectations for service, quality, and value, thereby earning their long term loyalty.

We will take the burden and worry of shipping off our customers' shoulders, thereby freeing their time to run their core business.

We believe in "old school" customer service. We go to extraordinary lengths to satisfy and "wow" our customers and we strive to meet or exceed their expectations in every interaction. We pair honesty with integrity, and treat others with the utmost respect.



Our Core Values

This is the foundation of how we will work with ourselves, our customers, and our partners as we strive to deliver on our mission and fulfill our vision.

- Customer Service
- Teamwork
- People
- Excellence
- Communication
- Integrity
- Attitude
- Citizenship



Our Character

We will continue to build the PartnerShip brand through credibility, consistency, and the uniqueness of our character.

Our people have made PartnerShip® the growing and successful organization that it is today. The PartnerShip team is made up of new and seasoned professionals that have a wide range of cultural, educational, and geographic backgrounds – all with the singular goal of helping our customers, our company, and each other.

What sets PartnerShip apart from other shipping management companies is that we are flat and nimble; we develop full-service shipping programs for our customers – with services for both large and small shipments; we use only the most reputable service providers; and, as our name implies, we create true and lasting partnerships in which all parties receive tangible benefits.

PartnerShip® is ... *Your Shipping Connection*

MANAGEMENT TEAM

John Finucane
President & COO

Brian Ferancy
VP, Sales & Business Development

Brad Alfien
Director, Sales & Customer Service

OFFICES

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