



# Partner with Preferred

The world is our business.  
Let it be yours.



## Uncapped income potential

With no upfront costs or fees



## Premiere back-office support

Sales support, lead generation, customer service, invoicing and collections



## Competitive Product Portfolio

Domestic & international logistic solutions + leading technology

Contact us to learn more  
about partnering with  
Preferred Shipping.

1.800.827.7987  
[resume@preferredship.com](mailto:resume@preferredship.com)  
[www.preferredship.com/partner](http://www.preferredship.com/partner)

# A letter from our President



Dear Potential Preferred Shipping Partner:

My name is George Flowers and I am the President of Preferred Shipping. An important question you may have is **why should you join Preferred Shipping** rather than another organization? Let me take the liberty to provide some background to assist.

Preferred Shipping has been around for nearly 25 years and is DHL Express's oldest and most successful authorized reseller. We have learned a lot from our extensive industry experience. Preferred Shipping does business the right way! We have always focused on strong outside and inside customer service. We are the best in the country in what we do on the international reseller side. We are granted tremendous support and cooperation from DHL Express including highly discounted rates for small and large customers and ongoing sales assistance and support.

While our DHL Express services are the core of our business, we also offer a domestic shipping solution through the USPS. The Preferred brand also includes Preferred Parcel Solutions, Preferred Logistics and River Oaks Couriers. This allows us to provide a wide spectrum of supply chain services, including ecommerce solutions, domestic USPS services, full truckload (FTL), less-than-truckload (LTL), air freight, aircargo and expedited freight services. Combined, our companies are a great opportunity for our partners to expand and grow their business.

If you have logistics experience, customer relationships and a desire to work everyday to acquire and support customers to the best of your ability, we believe you would be a successful member of our growing team.

Preferred Shipping is competitive and fair in our compensation. Our program is set up to ensure that everyone is focused on the same goal. We understand that our programs must work for you in order for Preferred Shipping to be successful. We are committed to providing exceptional support and ongoing communication to accomplish your sales goals.

In summary, we are looking for you to join the Preferred Shipping Team. If you wish to submit a resume or have a question, please e-mail [resume@preferredship.com](mailto:resume@preferredship.com). Thanks again for your interest in becoming a part of the Preferred Shipping team

Sincerely,

George Flowers  
President

# About Preferred Shipping

Preferred Shipping is the oldest and most experienced authorized reseller of DHL Express. As a partner with DHL for nearly a quarter of a century, we are rooted in our commitment to deliver our customers the best product with the best service at the most competitive rates.

We also offer a domestic solution through our partnership with Panda Postage, a certified-reseller of the USPS.

Our team consists of partners across the country. We have a strong national base of representatives and are currently looking to expand.

## The Preferred Value Proposition



### Exceptional Rates

Our partnership with DHL allows us to provide the lowest rates in the market for small-mid size businesses. Our volume buying power saves our customers significantly over our competitors.



### Logistics Experts

Our customers not only have an account manager who knows their business, but any time you call Preferred Shipping, you get direct access to an international specialist.



### Largest Global Network

We are partnered with the world's most experienced logistics company. The average transport time anywhere in the world is 1-3 days. Customers continually have access to updated, accurate tracking information around the world.



### Easy Technology

PSCSHIP is our easy-to-use, web-based shipping system. It allows our customers to quickly create quotes and manage international shipments from beginning to end. It also supports many e-commerce solutions.

# Becoming a Preferred Shipping Partner

Our company is centered around exceptional customer service. Even our name, Preferred Shipping, evolved from the legacy DHL help desk that prided itself on providing customers with the absolute best support.

While innovations in logistics technology and highly competitive rates are crucial to our customers, proactively solving their challenges is equally essential.

Our strategic partners are a fundamental component of our customer-centric business model; we are both looking to grow our businesses. The goal at Preferred Shipping is to provide our partners with constant support and communication. We are committed to providing our team with the tools, pricing and competitive advantages that will maintain and grow our mutual businesses.



## Characteristics of a successful partner

- » Ability to control your own business
- » Current Customer relationships
- » Desire to obtain substantial additional income
- » Expand your product offerings
- » Customer Service Driven
- » Want to be part of a successful organization

## Benefits of being a Preferred Partner

- » You are in control of your own business
- » You have unlimited earning potential - very high percentage profit split
- » Customer Service and back office support
- » Sales lead generation program at no cost to you
- » No territory limitations
- » No upfront cost
- » Paid twice monthly when shipments are billed
- » Access to the best shipping platform in the business
- » Represent the world's largest logistics company, DHL Express and the largest domestic delivery organization through the USPS
- » Have a full portfolio of logistic solutions; international/domestic air, LTL, FTL
- » Ongoing professional training and support

# FAQs about the Partner Program

## **Will I be constrained to a certain geographical area?**

No, you can sell anywhere you want. We suggest that you focus primarily on the market closest to you geographically. However, if you have an opportunity in another city or state you can pursue it and we will support it. Many of our partners have relationships in multiple cities and we encourage and support all appropriate sales activities.

## **Are there Rules of Engagement with DHL Express?**

Yes. Preferred Shipping operates to put on additional International business for DHL Express and partners must request an account approval from DHL Express. This process takes 24-48 hours.

## **How will I interact with the Preferred Shipping office?**

You will be able to access our office for sales support, customer issues, billing issues etc. that you come across. You will receive your own Preferred Shipping email address. Our office is dedicated to sales and customer support. We will work very hard to address whatever your needs are timely. You will submit all of your new account query information to our office and we will clear your accounts and set your customers up in our state-of-the-art billing and web shipping system called REMS. You will receive back from us valid account numbers and LOGIN and PASSWORDS so you can demo our Shipping Technology and work to close your customers.

## **How will I know when my customers ship?**

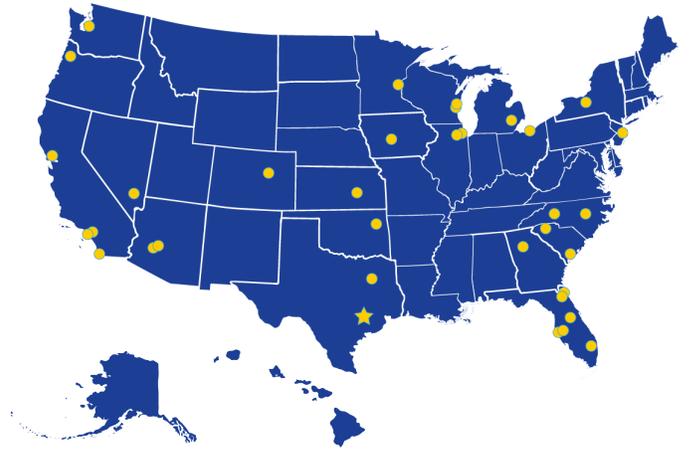
You will be able to view "Live" your DHL Outbound Shipments processed on our PSCSHIP Technology. Also, other DHL technology can be used to track all your DHL Inbound Shipments. Also, it is customary for our office to email you immediately upon us becoming aware of any new shipper. If a significant sales opportunity comes up, we will immediately email or call you so we can work as a team to capture the business.

## **How are Preferred Shipping's partners compensated?**

Preferred Shipping partners are considered IC's (independent contractors) and are compensated on a percentage of actual customer gross profit. Preferred Shipping also introduces Sales Activation Bonuses during the year to assist partners in gaining traction. Preferred Shipping's partners will continue to receive compensation twice a month on all customer gross profit for as long as they are an actively engaged partner.

## **How will I get my commission and sales report?**

You will receive a check or direct deposit on invoiced shipments twice a month. For example, all shipments invoiced from the 1 - 15th will be sent to you no later than the 20th. All shipments invoiced from the 15 - 31st will be sent out no later than the 5th. A full sales report can be viewed online.



Map of our Network

# Ready to join a highly successful team?

Send your inquiries and questions to [resume@preferredship.com](mailto:resume@preferredship.com)





# Examples of Marketing Collateral



# International Shipping Experts

Bringing you access to the world's largest international carrier



[www.preferredship.com](http://www.preferredship.com)



## Export

As the oldest authorized provider of DHL Express services, we make it easy, efficient and cost-effective to get packages up to 250 lbs or more around the globe. Most deliveries average 2-3 days.



## Import

DHL Express clears more than 95% of all imports while the aircraft is still in transit. Import shipments will move door-to-door with a predetermined price, single currency and only one invoice.



## Substantial Cost Savings

Preferred Shipping uses our volume buying power to save you money with the world's premiere logistics company.

We also offer free pick-ups and free shipping software!

## Unmatched Customer Service

- » Talk to a person, not an answering machine
- » Guidance through shipping process from specialized quoting through international paperwork
- » Local shipping expert for hands-on support and training

## Easy Shipping Technology

PSCSHIP is our easy-to-use, web-based shipping system. It allows our customers to quickly create quotes and manage international shipments from beginning to end.

It provides support for many third-party shipping platforms and e-commerce solutions.

Contact us today!

800.827.7987 | [sales@preferredship.com](mailto:sales@preferredship.com)



# DOMESTIC SHIPPING

## More for less with USPS



Preferred Parcel Solutions provides multiple parcel services for SMB and ecommerce companies.



[www.preferredship.com/parcel](http://www.preferredship.com/parcel)  
800.827.7987 | [parcel@preferredship.com](mailto:parcel@preferredship.com)

### Why Preferred Parcel Solutions?



**Parcel Optimization Solution**  
Significant volume discounts to smaller shippers



**Exceptional Customer Service**  
Talk directly to one of our shipping experts



**Personalized Support**  
Dedicated account manager



**Easy-to-use technology**  
Free multi-carrier shipping platform



**Free Parcel Analysis**  
Determine best ways to save time and money

Our family of companies can also provide air freight, LTL, and TL.

## A Strategic Partnership



Our partnership with Panda Postage (a certified USPS reseller) allows us to bring our customers access to USPS, the largest residential delivery network in the country, at the best rate! Our goal is to enable SMBs the ability to compete with larger organizations on price and logistics.

### USPS delivers for you!

- Largest residential delivery network
- Delivers 6 days a week
- 1- 3 day delivery in US
- Secure: federally protected
- Free packaging
- No residential delivery fee
- No fuel surcharge
- No Saturday delivery fee
- Very competitive dimensional weight rules
- No DAS fee

An Authorized Sales Partner of  [PandaPostage.com](http://PandaPostage.com)





[www.preferredlogisticsinc.com](http://www.preferredlogisticsinc.com)

# Complete Trucking Solution

Preferred Logistics provides a single point of contact for all of your trucking needs. With more than 20 years of experience, you can trust our extensive infrastructure to move your shipments anywhere.



## Flatbed

Whether you're shipping full or partial truckloads, our logistics expertise allows us to move your freight wherever it needs to go.



## Stepdeck

Our comprehensive truckload network means we have access to a broad range of equipment across the United States.



## Specialized & Project Freight

From beginning to end, you can depend on us to support your team on those projects that need extra attention.

Our services also include van shipping, domestic air freight and volume LTL.

## 24/7 Responsive Customer Service



Our customers are priority #1. We answer all calls and emails promptly. No voice-mail. No call-delay. No answering service.

We provide on-time quoting, accurate equipment availability and continuous load communication.

## Easy to Use

- » Quick and accurate responses to load or quote requests
- » Easy credit terms and approval process
- » Automatic email notifications and alerts on all loads for full visibility
- » All load documentation is sent with our invoices for backup

## Competitive Rates

Our national network and infrastructure, coupled with ongoing volumes, allow our rates to be very competitive.

By forecasting price per mile rates, we ensure our quotes are within market conditions.

713.341.9813 | [teamhouston@preferredlogisticsinc.com](mailto:teamhouston@preferredlogisticsinc.com)