

FRANCHISE CONSULTANT



FRANCHISE CONSULTANT MAGAZINE



Leadership & Support

SUPPLY POINTe



Q & A Driven for Success

SUPPLY POINTe IS PROUD TO BE POSITIONED AT THE HEART OF THE GLOBAL economy. Its essential services are part of an astounding multi-trillion dollar global industry! The SUPPLY POINTe business model is the culmination of years of industry experience, with a team of specialists providing manufacturers and distributors with a one-stop solution for their shipping and logistics needs. The company is looking for motivated and passionate entrepreneurs to join its mission. Here's what the SUPPLY POINTe corporate team has to say about this unique offering.

HOW DOES SUPPLY POINTe SET UP FRANCHISEES FOR SUCCESS?

We provide our franchisees with an extensive training program: SUPPLY POINTe University pre-training, instructor-led training, 90-day boot camp with a business coach, sales training and assigned business coach for the first year. Additionally, we set up our franchisees with training and support for our state-of-the-art technology platforms. Continued education is offered throughout the life of the franchise, including mastermind calls, educational webinars, vendor education and more.

WHY IS SUPPLY POINTe A GREAT FRANCHISE OPPORTUNITY?

This is a wealth-building opportunity that can create an ideal lifestyle while building a legacy. This business can also become a significant asset for your exit strategy. Shipping and logistics is globally an \$8 trillion industry, with over \$1 trillion in the U.S. alone. SUPPLY POINTe is growing with the industry!

WHO ARE SUPPLY POINTe'S CUSTOMERS?

SUPPLY POINTe is a B2B model. We work within the global economy supporting manufacturing and industrial suppliers by helping them move products from point A to point B.

WHAT IS THE SUPPLY POINTe VALUE PROPOSITION?

SUPPLY POINTe has national vendors and partnerships with preferred pricing to pass on to franchisees, offering the ability to scale globally.

DESCRIBE SUPPLY POINTe'S SERVICES.

SUPPLY POINTe offers a one-stop shop for all of our clients' shipping needs, including industrial packaging supplies, domestic and international shipping services, logistics and warehousing solutions.



Founders Adam and Matt Cahill meet with franchisees David Parent, Mike Carrillo and Brian Haverkos.



SUPPLY POINTe is a family-owned and operated business that truly believes in the value system of treating others the way they want to be treated. Matt Cahill (right) opened the first location in Cincinnati in 2002. In 2011, Adam Cahill, Matt's son (far right), opened the second location in North Carolina. In 2018, they began franchising.



WHAT ARE THE BENEFITS OF FRANCHISE OWNERSHIP?

- Robust Item 19
- Quick sales process
- Very little customer attrition
- Multiple recurring revenue streams
- Low overhead
- Home-based business model
- Flexible schedule
- Easy-to-scale model
- Hands-on founders

WHAT IS SUPPLY POINTe'S CULTURE LIKE?

The entire corporate team at SUPPLY POINTe, as well as our current franchisees, live by our five core values:

- Do the right thing
- No excuses
- Help first
- Grow or die
- Dream big

We are a family-owned and operated business that truly believes in the value system of treating others the way we want to be treated. Our core values are descriptive of the kind of people that help make SUPPLY POINTe the successful business it is today. We support and help each other!

ABOUT THE INDUSTRY

SUPPLY POINTe franchisees take advantage of the booming shipping and logistics industries. Here are some compelling statistics offered by the franchisor.

- 95% of the world's goods are transported on pallets.
- Nearly \$400 billion of U.S. trade is exported annually on wood pallets.
- Pallets are used in almost every step of the supply chain process.
- More than 80 billion corrugated boxes are used yearly in the U.S. alone.
- The bulk bag market is valued at \$5.3 billion in the U.S. and anticipated to grow to \$8 billion by 2028.
- The U.S. drum market is expected to rise from \$11.7 billion to \$18.6 billion by 2031.
- The domestic freight industry revenue was \$47.8 billion in 2022.
- International freight revenue exceeds \$8 trillion annually.

For more information, visit www.supplypointe.com or www.franchiseconsultantmag.com, company code 17425.