



Highest & Best Use for Operating Expenses

To keep your business going, you need more than workforce, equipment and materials. PMPA Affinity Partners can enhance your workforce safety, protect your investment in plant and equipment, provide lower costs for energy and shipping as well as expedite your quoting process.

It's that feeling you get when you put on an old coat and find a \$20 bill. I don't care how much money you have, finding that money generates a little high and, at the very least, a smile. That's how PMPA members feel when they realize the benefits they receive when they work with PMPA Affinity Partners. Here is what some PMPA members had to say about how they and their customers benefit from PMPA Affinity Partner offerings:



"Global Precision Parts, Inc. has been working with PartnerShip for 10 years. We initially started

to take advantage of a member benefit available to everyone in the PMPA and to save money on our annual freight expense. From the start, we were impressed by the strong customer service and support the company offers its customer base. We also liked the technology offered with the program including the ability to view several freight scenarios within the company software to allow us to make the best choice for each situation. We also enjoy receiving a consolidated invoice for all our freight needs. We highly recommend PartnerShip to all PMPA members."

- Todd Kriegel, president of Global Precision Parts in Van Wert, Ohio.

Money saved, strong service, optionality and consolidated invoicing — all convincing benefits.



"Grainger has been a trusted and reliable supplier to Sorenson Engineering for decades. Their support of and relationship with the PMPA is truly a benefit to the PMPA and its' membership."

- Steve Sorenson, director of Sorenson Engineering in Yucaipa, California.

Trust, reliability, support — who doesn't want that in a supplier?



"Our agent is dedicated and timely when needed. The outreach that they do to push you to implement safety programs and risk mitigation is amazing."

Nathan Bernstein, president of TORIN Products Inc. in Columbus, Nebraska.

Protecting performers and investment — it's good to have a company who understands the manufacturing business.



"We have been using Paperless Parts for over 6 months and couldn't be happier. The software has sped up

our quoting, streamlined our collaboration and impressed our customers with the quote presentation. The built-in ITAR compliance is a big plus as is the seamless integration with our website. Our partnership with and use of Paperless feels like it burnishes our outward-facing image while offering all the 'under-the-hood' benefits."

- Bill Berrien, CEO of Pindel Global Precision in New Berlin, Wisconsin.

Improving ability to collaborate, quote and comply — all positives.



APPI has been great to work with. We have worked with several other energy providers and APPI went the extra

mile, not only to get best pricing, but also to recommend the best term of the agreement assuring consistent pricing over a longer period of time. APPI is easy to work with and diligent in managing our energy costs.

- Steve Tamasi, president and CEO of Boston Centerless in Woburn, Massachusetts.

Service and savings — energy is too important to ignore this opportunity. PMPA

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