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Unishippers Sells 10th National Franchise, Continues Strategic Development
One of the Nation's Largest Shipping Resellers Reaps the Benefits of Growth in Shipping Industry

Salt Lake City, UT – As any shipping provider or customer can attest, it's been a roller-coaster ride for the shipping industry over the last few years. After a long period of prosperity and ever-increasing growth in the early to mid-2000s, everything came crashing down in 2008. Shipping volumes dropped dramatically as companies looked to reduce expenses and deal with fewer purchases being made by skittish customers.

The country's economy, while still not on fire, has kicked back into gear in recent months, and consumer confidence – and shipping volumes –is on the rise again. The industry growth has created a favorable year for shipping companies such as Unishippers Global Logistics, LLC, the nation's first and one of the largest small package and freight shipping resellers.

With more than 290 franchise locations across the nation, Unishippers recently sold the company's 10th National franchise. The company's unique national franchise model, allows all franchisees regardless of territory definition to serve B2B customers anywhere in the country, while the National franchise is a type available in the company's franchise portfolio that operates with no geographic boundaries.

In addition, the company is on pace to bring on a record number of new owners. As of October, Unishippers has sold a total of 16 franchises to new owners and expects to reach 23 new owners by year end. In 2013, Unishippers sold a total of 19 franchises to new owners and in 2012, the company had a total of 12 franchise sales to new owners in the system.

"Thanks to innovative marketing strategies, the development of new products, innovative technology tools that support our franchisees and customers and the recent introduction of our National franchise model, Unishippers has seen a steady increase in sales and revenue over the past three years," said Kevin Lathrop, President of Unishippers. "After a record September in terms of revenue, with $42 million, we are currently on track to end 2014 in excess of $425 million in revenue. We look forward to continuing building on this momentum throughout the fourth quarter and into next year."

Partnering with more than 30 regional and national shipping carriers, including UPS®, YRC Freight, Estes, Saia® and UPS Freight®, Unishippers offers small and mid-sized business owners complete shipping options, attractive pricing, and personal customer service that its customers can't receive anywhere else. As one of only two companies authorized by UPS to be their official shipping reseller, Unishippers has found success with this partnership because each company complements the other.

For more information on Unishippers, visit http://www.unishippers.com. For information on Unishippers franchise opportunities, visit https://www.unishippers.com/content/franchising/.

About Unishippers

Founded in 1987, Unishippers has grown to the largest reseller of shipping services in the nation with more than 290 franchise locations. Headquartered in Salt Lake City, UT, the Unishippers concept is simple – work with major carriers including UPS®, Saia®, Estes, YRC Freight and UPS Freight® to handle the pickup, transport and delivery of customers' shipments. All the while, franchisees work to provide customers with service and support. By leveraging the combined shipping volume of all its customers, Unishippers gets deeply discounted rates from its carriers, resulting in lower shipping costs. Unishippers serves more than 50,000 small to mid-sized businesses, and has been recognized as a top freight broker by *Transport Topics* and a top franchise by *Entrepreneur*, *Franchise Times* and the Inc. 5000. For information on Unishippers, including information on franchising opportunities and price quotes, visit www.unishippers.com.

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