

W

e've created a sustainable business by helping our clients become sustainable

businesses. We bring an unbiased perspective and years of experience in publishing and business to the table. In addition, we offer clients a stable, reliable resource, unaffected by the turmoil and employee turnover internal to their businesses.

Our mission is to put the value of our Relational Capital to work in our relationships with our clients to develop truly sustainable businesses. We recognize and embrace the fact that our success is directly tied to the success of our clients. We believe that our success will be sustained by our willingness to teach and pass on our expertise – that we must maintain a balance between vision, management and technical skill.

CORE PURPOSE: SUSTAINABILITY

At the intersection of Culture, Values, Discipline and Shared Success we find the underlying purpose of our business: **Sustainability**. Our culture is designed to provide a sustaining environment for the people who work in our business, and shapes the values that form the core of our business ethics. Our values drive us to act with purpose and discipline. Our discipline is the engine that drives business success. Our success, and the success of our clients, provides the capital that sustains our culture. This is the NPS way.

Culture: We have created, and will continue to foster, a work environment that respects creativity, engenders loyalty, requires accountability, and cheerfully acknowledges that living fulfilled lives is central to our success in business. We respect talent, and understand that each of us brings technical skill to our work.

Values: We will deal ethically in all we do. We cherish relationships that are built on honesty, integrity and a common understanding of the benefits of doing business in an ethical way. We are committed to corporate social responsibility, and will foster good citizenship within our company. Each employee is encouraged to make a commitment to service to the community, and company resources will be made available to assist in this kind of service.

NPS

CULTURE

SUSTAINABILITY

VALUES

DISCIPLINE

SHARED SUCCESS

ABOUT NPS

Established in 1991 by Mark Harris and Bob McIlwain, NPS has grown in stages while adding expertise. From the early days of newsstand driven services to a company that today offers a broad range of business and publishing industry services and support. Underlying our success and potential for continued growth, is our shared commitment to a set of core principles



sustainability

Discipline: We recognize that the key to success in business lies in our ability to develop effective systems and processes that will lead to continuous and repeatable successful outcomes in the problems we face and solve on a daily basis.

Shared Success: We believe in the win-win-win approach to business. Our dependency on others, as well as their dependency on us, makes it essential that our actions are conceived with mutual success as our ultimate goal. Our shared success, expressed as the financial profit of our endeavors, provides the sustenance that will allow us to grow and develop broader relationships and explore new opportunities.

NPS

National Publisher Services

732.548.9510

www.NationalPublisherServices.com

CULTURE

DISCIPLINE

SUSTAINABILITY

NPS

VALUES

SERVICE

As we work with clients, developing systems and processes that will sustain their businesses, we are keenly aware of the need to provide a tangible service. Unlike a consulting firm that offers boilerplate solutions, we are service driven. It's not enough to merely possess expertise, and offer platitudes from a distance. We are get-in-the-trench people, with a roll-up-our sleeves work ethic.

We are continuously engaged in process and system development because we recognize that good business systems and processes will help us maintain a balance between vision, management and tactical tasks. Our commitment to systems and processes ensures growth, and further enhances the sustainability of our business. Systems and processes are the drive train of our service oriented business engine.

COMPETITIVE ADVANTAGE

The core asset of NPS lies in our relational capital. This is a product of long term, extraordinary, trust-based, mutually beneficial relationships. This relational capital has four primary sources: Employees; Clients; Suppliers; and Alliance Partners. This valuable asset cannot be created overnight, nor can we ever take it for granted. The asset must be nurtured, cultivated, and sustained by a conscious and deliberate attention to maintaining the trust on which it is built.

No matter what we do in life, we are at our greatest when we are in our element. And when we are operating in the domain of publishing and business services, we are most definitely in our element. We have decades of experience in the publishing world, and this invaluable knowledge is the tip of the spear in every new situation we face. We are small business experts. We make business simpler for those who choose to work with us. We leverage our relational capital in ways that bring success for our clients.

NPS personnel have held long-term, executive-level positions in both small and major corporations, and in both the national distribution, wholesale, and publishing sectors of the industry.

SHARED SUCCESS

