

MEMBER SUCCESS STORY



J.J. Rodeheffer
Co-Founder/Owner
Zipline Logistics

Zipline Logistics is a North American Third Party Logistics company providing truckload, less than truckload (LTL) and intermodal (IMDL) transportation.

Founded in 2007 by business partners J.J. Rodeheffer, Andrew Lynch and Edward Williams – “three young guys just trying to make waves” in the logistics industry – it has grown into a multi-million-dollar company. Today, Zipline is one of the Columbus Region’s fastest growing companies, ranking number 12 on the 2010 Business First Columbus Fast 50 list. The company prides itself on reliability, accountability and integrity, and the owners’ first priority is creating and maintaining relationships with their customers and carriers.

Why the Columbus Chamber?

Zipline joined the Columbus Chamber as a premier member during the company’s first year in business. It was an organization through which they could become more engaged in the community, network, and create relationships. The founders were all originally from Ohio, but had been living in Chicago.

“We saw Chamber membership as being good for exposure for Zipline, but also as a way for us to learn more about what was going on in this business community,” Rodeheffer said.

Because the Columbus Region is a tremendous logistics hub, it was important for Zipline also to become involved with the Columbus Region Logistics Council, an initiative of the Chamber.

The Results

Columbus Chamber and CRLC memberships deliver tremendous value to Zipline through essential connections and information.

By serving on the CRLC workforce committee, for example, Zipline executives find themselves at the same table as industry executives from major corporations, Rickenbacker Port Authority and the Ohio Department of Transportation. He also credits the CRLC for providing Zipline with a deeper understanding and broader view of the logistics industry, as well as the importance of the industry to the Region.

“Through the CLRC, we have learned so much about transportation and taxation systems that we would not have known,” he said. “We even encourage our competitors to join CLRC.”

The Zipline team also participates in the quarterly CRLC networking events, and sponsored the August 2011 program—elevating the company’s role and making a greater mark within the industry.



From left: Edward Williams, J.J. Rodeheffer, Andrew Lynch

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“We jumped at the chance,” Rodeheffer said.

Another Chamber initiative Zipline benefits from is ColumbusInternships.com and the CRLC internship program. Rodeheffer was introduced to the program through Chamber Ambassador David Cofer.

“The CRLC ‘internship in a box’ program is invaluable because we wouldn’t have the time or ability to secure such high-quality interns otherwise.”

Advice

Rodeheffer said Columbus Chamber membership is a “no brainer,” as it opens up connections to information, vendors and potential customers.

In fact, when he is approached by other Chamber members, his door is always open. “Chamber membership shows you mean business,” he said.

If Zipline ever establishes a second location, the first thing Rodeheffer will do is join the Chamber in that region.

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