

Patrick Cory  
Managing Partner  
Cory 1<sup>st</sup> Choice Home Delivery



Patrick joined Cory in 1981 as a young man working part-time with his uncles, brother, father and some of the original employees, who were part of the company's beginning in 1934. He continued to work part-time at Cory through high school and college doing many jobs from cleaning the warehouse, washing trucks and as a delivery assistant to eventually becoming a delivery driver and dispatcher. In 1991 Patrick joined Cory as a full-time delivery driver in Miami, Florida. After college Pat worked as director of sales at Micro Delta Corp., a Florida based software company. In 1995 he joined Rooms-To-Go Furniture, then an up and coming furniture retailer in Florida, as a sales associate, earning the top sales honors for each year he was there. In 1999 he rejoined Cory as the delivery coordinator for Circuit City account in Brandywine, MD. His role quickly expanded to developing new business opportunities in the Mid-Atlantic region. In 2002, Pat moved to the Jersey City corporate offices working under his brother, Joe as Director of Northeast Sales, later he was promoted to Director of Sales, then VP of Sales and ultimately becoming Managing Partner in 2009.

Among Patrick's accomplishments at Cory are the development of key clients including *Best Buy*, *Ashley Home Stores*, *Bob's Discount Furniture* and *Darvin Furniture* as well as many others and he was instrumental in expanding Cory outside the U.S. by partnering with *Rooms-To-Go, Puerto Rico*. Pat also implemented the CORY Way, Cory's continuous improvement program and created and formalized the company's customized educational programs through Skillpath; these programs began in 2002 and are still being used today.

Pat is also recognized as a leader and voice of home delivery and transportation industries and has written articles and been featured in such publications as, *Furniture Today*, *Home Furnishings Business*, *Furniture World Magazine*, *Home Furnishings News*, *NHFA Magazine*, as well as non-industry publications, *New York Post*, *The Bergen Record*, *Newark Star-Ledger*,

*Asbury Park Press, Crain's New York Business, NJ Biz Magazine, Fleet Owner and Transport Topics.*

Patrick is a sought after public speaker and has sat on a variety of panels. He has addressed audiences of as many as four-hundred. Some notable public appearances include, the *Furniture Today Leadership Conference, Furniture Today Logistics Summit, the High Point Market* and he has conducted several seminars at *NHFA conferences*. Pat is an active executive board member of *the Greater New York Home Furnishings Association, the Metropolitan Furniture Association, the Specialized Furniture Carriers Association, the International Furniture Transportation Logistics Council* and a member of the *American Furniture Hall of Fame, National Home Furnishings Association, and the Tri-State Home Furnishings Association*. Pat remains active at the *Rothman Institute of Entrepreneurship* at Fairleigh Dickinson University serving as a judge for their annual *New Jersey Family Business of the Year* award, the award Cory so proudly received in 2008. He is also involved with many charitable organizations and serves as Chairman of the *City of Hope* Northeast committee, National Executive Board Member of the *City of Hope - Home Furnishing Division* and is on the *Tribute Committee of the Anti-Defamation League*.

Pat is the recipient of numerous awards including the 2009 GNYHFA Meadoff Award, *Furniture Today's Young Executives*, and the *Cory Chairman's Award* on multiple occasions.

Patrick is the grandson of Cory's founder and son of Chairman Joe Cory, Sr. He is a graduate of Admiral Farragut Naval Academy. Pat attended Florida Atlantic University and St. Peter's College. Pat and his wife of twenty years Maria have 2 children and live in NJ. He enjoys spending time with his family and watching the Miami Dolphins or the New York Yankees.