ASSOCIATED SAME DAY KIT



BECAUSE YOU CAN'T AFFORD TO WAIT FOR OVERNIGHT DELIVERY Associated Same Day is a unique rush shipping service designed to meet the special requirements of manufacturers, industrial plants, service firms, and business offices that need to get machinery, parts, products, documents, and other urgent materials from here to there in a hurry.



How does Associated Same Day work?

Call us. We'll pick up your shipment within minutes and deliver it **the same day**, by the time you specify, to anywhere in North America – guaranteed.

Associated Same Day is, quite simply, the fastest way to get your shipment or package from "point A" to "point B" by the most expedient means available, based on the size, shape, weight, and nature of the material being shipped.

When you call Associated Same Day, you put the resources of one of the nation's ten largest carriers to work for your firm. Associated Air Freight uses more than 6,000 flights daily from 460 airports nationwide, plus special charters, exclusive tractor/trailers, and our own fleet of trucks and vans to bring prompt, on-time, same-day delivery to 22,000 communities in the United States and North America.

Here are 9 good reasons why you should call Associated Same Day today:

Round the clock service.

Associated Same Day service is available whenever you need it – 24 hours a day, 7 days a week, 365 days a year. Days and evenings. Weekdays and weekends. Holidays, too.



■ Your shipment is delivered today, not tomorrow.

Unlike Federal Express, UPS, and Airborne, who promise delivery tomorrow, Associated gets your shipment to its destination **today**...and usually within just a few hours of your call.

■ Time-definite delivery is guaranteed.

Tell us when you want your shipment to arrive. We will get it there at the **exact hour** you specify – whether it's 8am at the client's office or 7pm at his home.

We don't keep you waiting.

When you call, we pick up fast — in one hour or less. Which means you don't have to wait around for us if you're calling after hours. We can also arrange to pick up from your home, if desired.

We make things easy for your consignee.

Associated works with consignees to make delivery as easy and hassle-free as possible. We call and advise your consignee of flight arrival and estimated delivery times in advance. We can also accommodate special requests, such as home delivery of after-hours shipments.

■ We guarantee our service.

Our guarantee is simple: Your package will arrive at the day, time, and location you specify. If it does not, you do not pay our same-day rate...and instead are billed at the lower overnight rate. (However, this is extremely unlikely to occur.)

No restrictions on size, weight, or shape.

We handle same-day shipments of any size, weight, or shape. Which is why manufacturers and industrial plants rely on Associated Same Day service for speedy, reliable delivery of critical components and replacement parts.

Our rates are competitive.

For an immediate price quotation on your next shipment, contact your local Associated Air Freight office. Or call us toll-free: 800-SAME-DAY.

■ Your Associated representative is always just a phone call away.

Associated's Nationwide
Customer Service Center monitors
your shipment every step of the
way and is available round-theclock to check shipment status,
answer questions, handle special
problems, or dispatch a truck
for immediate pick-up of your
rush shipment.

Here's how Associated Same Day Service works:

- 1. You call our toll-free Same Day hotline 800-SAME-DAY at any hour of the day or night. Just tell us what you're shipping, where it's going, and the time you want it delivered.
- 2. Our truck picks up at your door and rushes your shipment to the airport.
- 3. We put your shipment on the next available flight.
- **4.** We call your customer to let him know a shipment is coming and when it will arrive.
- 5. When the flight touches down, an Associated truck will be waiting at the airport, ready to pick up your shipment and take it to your destination.
- **6.** We deliver the shipment to your customer and call you immediately to confirm delivery.
- 7. We also provide written confirmation of the exact delivery time including the signature of the person receiving the shipment.





A full range of delivery options tailored to your needs.

When the job requires less than same-day service, Associated offers you five additional delivery options tailored to your schedule – and your budget:

- □ **Associated Overnight.** Guaranteed overnight delivery at lower rates than competitors. Round-the-clock service including weekends and holidays. Any size or shape package, no weight restrictions.
- □ Associated Second Day. Delivery within 2 days. Costs 40 percent less than Associated Overnight. Door-to-door service. Late evening service available. We ship packages of any size, shape, or weight.
- □ Associated Deferred. Time-definite delivery in 3 to 5 days. Rates frequently competitive with major trucking lines. Gives you just-in-time delivery at the lowest possible costs. Late-night service, customized routing, and delivery at specified times provided.
- □ **Associated Priority Overseas.** Direct airport-to-airport service to over 800 cities in 170 countries. Fast, reliable delivery. Complete banking and documentation services available.
- □ Associated Courier Express. Desk-to-desk delivery for critical packages to over 150 foreign cities. On-board couriers and experienced local agents ensure safe, prompt delivery.

The next step

To arrange an immediate pick-up, get a price quotation, or request additional Same-Day Rate Sheets and airbills, contact your local Associated Air Freight office. Or call us toll-free: **800-SAME-DAY**.

Here are some examples of how other companies depend upon Associated Same Day Service

CASE HISTORY

OIL REFINERY

Puerto Rico Sun Oil Company's refinery processes 85,000 barrels of crude oil per day and runs 365 days per year. Purchasing Manager Ismael Roberto uses Associated Same Day Service for immediate delivery of spare parts and other critical equipment from U.S. manufacturers to his plant in Yabucoa, PR.

With down-time costing thousands of dollars per hour, we can't afford to wait 24 hours for overnight delivery, so we use Associated Same Day, 33 says Roberto. We tried many other companies before using Associated and found that only Associated could provide us with this type of service – regardless of the size of the equipment. Our first shipment was a shaft 13 feet long, which Associated handled with no problem. 33

I like the weekend service and knowing that someone at Associated is available to take my call at any time of the day or night. If we need something in a hurry, we count on Associated to get the job done. 35

CASE HISTORY

FINANCIAL PRINTER

United States Banknote Company, a financial printer, is one of the largest companies handling the printing of stock certificates. For more than two decades they have been using Associated Same Day Service to ship printing proofs to law firms, banks, and corporations for approval as well as for delivery of the finished stock certificates. Bill Harrison, U.S. Banknote traffic manager, says he uses Associated Same Day Service as much as 10 to 15 times a week while a major job is in progress.

Financial printing is a highly competitive business, and clients issuing a new stock or bond often need them in a hurry, perplains Harrison. Associated's people know our company and our requirements ensure that we consistently meet our commitments to our clients. I am very satisfied with their service — and the price is reasonable.

THIRD-PARTY COMPUTER SERVICE VENDOR

Sorbus is the largest third-party computer repair firm in the world. Traffic Manager Franco Pellegrin uses Associated Same Day service approximately 120 times a month to ship computer parts. Parts are sent from the Sorbus Distribution Center in Paoli, PA to field engineers located at 85 Sorbus regional offices nationwide. Over 40,000 different parts are warehoused by Sorbus and shipped via Associated.

We need Associated's Same Day delivery because our customers do not want their computers down for long periods of time, "" explains Pellegrin. And, because we provide many of our corporate accounts with '24/7' (24 hour a day, 7 day a week) service, we appreciate being able to call Associated for a pick-up at any time of the day or night – or on weekends and holidays, too. ""

Associated has tailored its Same Day service to meet Sorbus' requirement or having parts held for pick-up at the airport by the field engineers. Management reports keep Pellegrin up-to-date on when the engineers actually take delivery of the parts. 66 The Associated management reports track every shipment from the time of pick-up at our distribution center through the delivery to the airport and pick-up by our field engineers, giving us a tool to measure the necessity of this type of service to the field, 35 notes Pellegrin. For example, the reports alert Pellegrin when field engineers in a particular region request Same Day delivery only to let shipments sit around the airport.

We also like the fact that Associated has a large network of offices in a lot of the same cities where we are located, and that we deal directly with the company rather than through independent agents, 35 Pellegrin added.

CASE HISTORY

MEDICAL COMPANY

Abbott Laboratories manufactures kidney dialysis machines. Replacement machines are stored at Associated PartStock depots in Chicago and Philadelphia. Each unit weighs approximately 40 pounds.

Most patients use the dialysis unit every night and, depending on the time of day their machine breaks down, cannot wait overnight for a replacement unit, 55 explains Lori Johnson, group leader. 66 With Associated Same Day Service, we can get a replacement machine delivered to that patient's home or their local hospital that same day. 33 Because of the critical nature of kidney dialysis, Johnson depends on Associated for speedy service in emergency situations. 66 We're in operation 24 hours a day, 7 days a week, weekends and holidays - and Associated is, too. They know our company and our product, are the only carrier that guarantees same-day instead of overnight delivery. And, they deliver to the residence as well as to a business or hospital address. 77



3333 New Hyde Park Road New Hyde Park, NY 11042

800-SAME-DAY FAX 516-627-8851

1-70 POUNDS*

Door-To-Door Rates (Within City Service Areas)

Prices per shipment in U.S. dollars anywhere in the contin antal U.S. Shipments between Alaska or Hawaii and the continental U.S. are subject to a \$10.00 surcharge.

	t to a \$10.00 surcharge.
WEIGHT	PRICE
1	130.00
2	130.00
3	135.00
5	135.00 135.00
6	135.00
7	135.00
8	135.00
9	135.00
10	135.00
11	136.00
12	137.00
13	138.00
15	139.00 140.00
16	140.00
17	140.00
18	140.00
19	140.00
20	140.00
21	141.00
22	142.00
23	143.00
24	144.00
25	145.00
27	145.00 145.00
28	145.00
29	146.00
30	147.00
31	149.00
32	150.00
33	151.00
34	152.00
35	153.00
36	154.00
38	155.00 156.00
39	157.00
40	158.00
41	159.00
42	160.00
43	161.00
44	163.00
45	164.00
46	165.00
48	166.00 167.00
49	168.00
50	169.00
51	169.00
52	170.00
53	170.00
54	171.00
55	171.00
56 57	172.00 173.00
58	173.00
59	174.00
60	174.00
61	175.00
62	176.00
63	176.00
64	177.00
65	177.00
66	178.00
67	179.00
68	179.00
70	180.00 180.00
- 10	100.00



- Use the map above to find zones between which you're shipping.
- Refer to the zone chart at right to determine your rate scale, A-D.
- Find your rate in the appropriate column (A-D) below.
 NOTE: Shipments between Alaska or Hawaii and the continental U.S. are subject to a \$25.00 per cwt surcharge.

BETWEEN	AND ZONE			
ZONE	1	2	3	4
1	A	В	C	D
2	В	Α	В	C
3	C	В	A	В
4	D	C	В	А

WEIGHT	A	В	C	D
71	182.00	182.00	183.00	184.00
72	183.00	184.00	186.00	188.00
73	185.00	187.00	189.00	192.00
74	186.00	189.00	192.00	196.00
75	188.00	191.00	195.00	200.00
76	189.00	193.00	198.00	204.00
77	191.00	195.00	201.00	208.00
78	192.00	198.00	204.00	211.00
79	194.00	200.00	207.00	215.00
80	195.00	202.00	210.00	219.00
81	197.00	204.00	213.00	223.00
82	198.00	206.00	216.00	227.00
83	200.00	209.00	219.00	231.00
84	201.00	211.00	222.00	235.00
85	203.00	213.00	225.00	239.00
86	204.00	215.00	228.00	243.00
87	206.00	217.00	232.00	247.00
88	207.00	220.00	235.00	251.00
89	209.00	222.00	238.00	255.00
90	210.00	224.00	241.00	259.00
91	212.00	226.00	244.00	263.00
92	213.00	228.00	247.00	266.00
93	215.00	231.00	250.00	270.00
94	216.00	233.00	253.00	274.00
95	218.00	235.00	256.00	278.00
96	219.00	237.00	259.00	283.00
97	221.00	239.00	262.00	289.00
98	221.00	239.00	262.00	294.00
99	221.00	239.00	262.00	294.00

MINIMUM WEIGHT IN POUNDS	RATES IN U.S. DOLLARS PER 100 POUNDS			
	A	В	C	D
100	221.00	239.00	262.00	294.00
200	209.00	229.00	249.00	277.00
500	203.00	221.00	240.00	266.00
1000	200.00	217.00	237.00	259.00
2000	196.00	214.00	232.00	255.00

^{*} Pieces which exceed 88" in width, 125" in length or 60" in height may be subject to additional charges.



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NO POSTAGE NECESSARY IF MAILED IN THE UNITED STATES

BUSINESS REPLY MAIL

FIRST CLASS PERMIT NO.322 NEW HYDE PARK NY

POSTAGE WILL BE PAID BY ADDRESSEE

ASSOCIATED AIR FREIGHT, INC.

3333 New Hyde Park Road New Hyde Park, New York 11042-9978



YE	S, I have rush shipments that need to be delivered today, not tomorrow.
To	arrange an immediate pick-up or get a price quotation for Associated Same Day delivery, I toll-free: 800-SAME-DAY
Or	check the appropriate box below:
	YES, I'm interested in Associated Air Freight's nationwide Same Day shipping service. Please have an Associated Representative call me to discuss my specific shipping requirements. The best time to call is:
	Please send me a FREE Associated Same Day "Shipper's Kit" which includes the current Same Day rate card plus a supply of airbills, envelopes, letters, and boxes. No cost or obligation, of course.
	I'd also like to receive a FREE Information Kit outlining Associated's other services including Overnight, Second-Day, Deferred, Courier Express, Priority Overseas, Hi-Tech, and PartStock.
Name	
Com	panyPhone
Addr	essess
Con.	

■ Same-day, time-definite delivery ■ Round-the-clock service ■ Immediate pick-up
■ Competitive rates ■ No restrictions on weight, size, or shape
■ Toll-free 800-SAME-DAY Hotline ■ Over 30 years proven experience

ABOUT ASSOCIATED AIR FREIGHT

Associated Air Freight should be the single source for all of your shipping requirements. With over 30 years experience, we have grown to be one of the nation's ten largest carriers serving more than 15,000 clients. Our service is flexible, personalized and reliable, with no restrictions on shipment weights or hours of pick-up and delivery. We have representatives located at more than 400 airports throughout the U.S., and serve more cities - domestically and internationally - than any other major carrier.

To arrange a pick-up or to get a quotation on your next shipment, call us toll-free at 1-800-SAME DAY. Or for more information on any of our other services or how we can design a program to meet your special shipping needs, phone or mail the attached card today.



3333 New Hyde Park Road New Hyde Park, New York 11042-9978

For service or information - domestic and international - call:

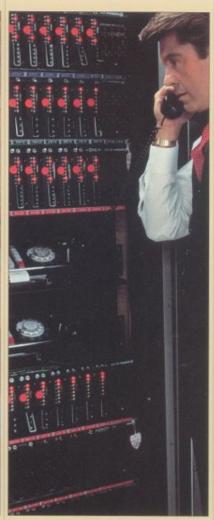
1-800-SAME DAY

Associated Same Day is a service of Associated Air Freight, Inc. 3333 New Hyde Park Road New Hyde Park, New York 11042-9978 Guaranteed same-day delivery to any destination in the U.S. and North America

Round-theclock service--days and evenings, weekdays and weekends No limits on weight, size, or shape--- large and oversize shipments our specialty







ASSOCIATED AURICE TREIGHT

3333 New Hyde Park Road New Hyde Park, NY 11042 Phone 516-627-8910 FAX 516-627-8851