
ASSOCIATED MEDICAL LOGISTICS

*The specialists in distribution and logistics
for the medical and healthcare community.*



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When you're responsible for medical logistics, getting your shipments delivered reliably and on time is critical.

It affects not only your relationship with your customer and the success of your organization, but also the human being whose health and welfare depend on the performance of the medical team you ultimately serve.

It doesn't make sense, then, to place your critical shipments in the hands of inexperienced local couriers, messengers, carriers, and other transportation "generalists" who don't understand you, your customers, and the special care and handling that medical shipments require.

This is why we created Associated Medical Logistics – the first distribution and logistics company dedicated solely to meeting the special transportation needs of the medical and healthcare community.

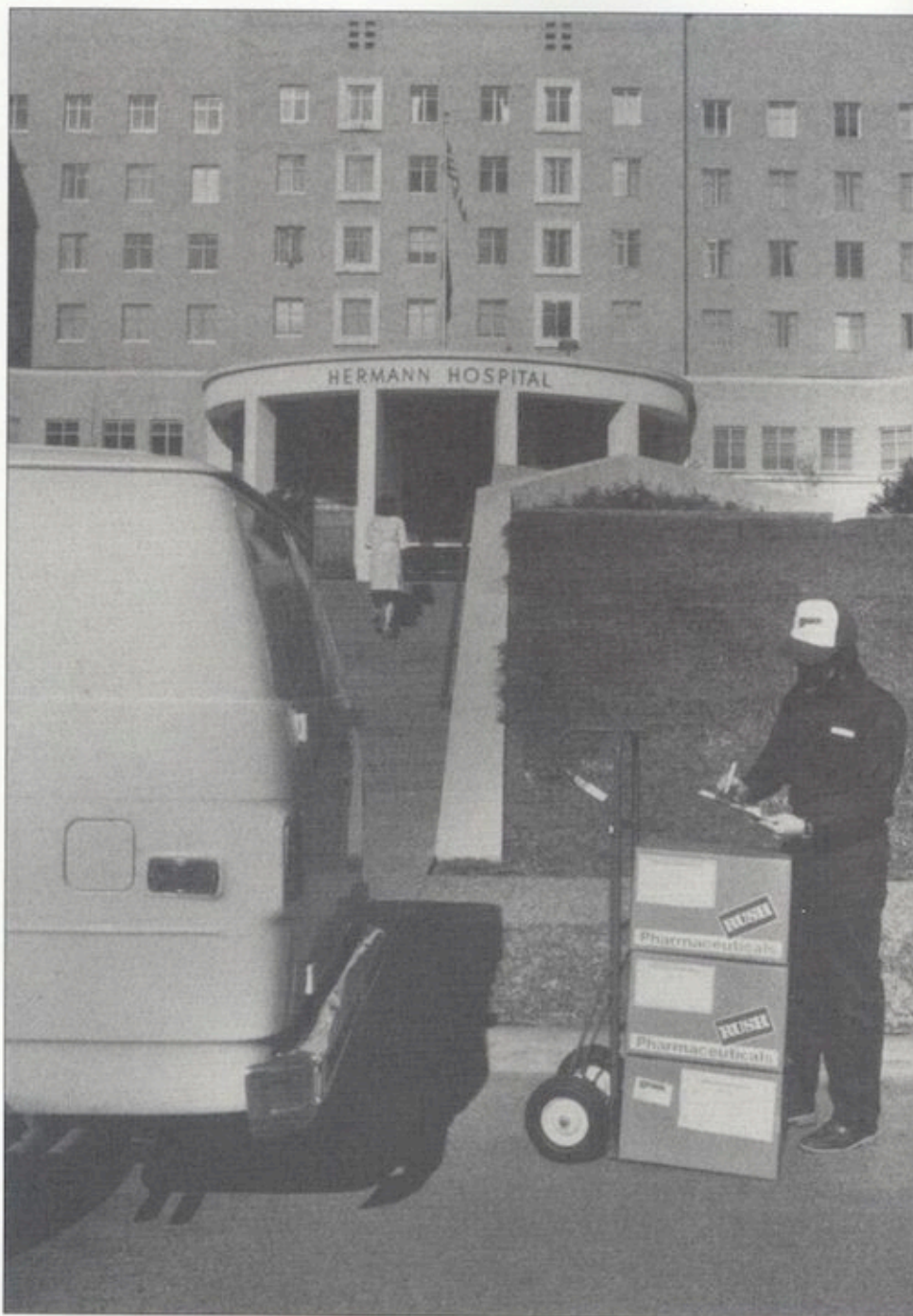


***Associated Medical Logistics
knows medical shipping like no
one else in the business.***

***We provide reliable, on-time
delivery of critical medical shipments
to your domestic and international
customers – quickly, efficiently,
and cost-effectively.***

Associated Medical Logistics
provides distribution and logistics
services for:

- Medical equipment manufacturers
and distributors
- Prosthetics manufacturers
- Pharmaceutical manufacturers
- Third-party maintenance
organizations and service
providers
- Drug-testing and reference
laboratories
- Organ procurement organizations
and transplant centers
- Hospitals and clinics
- Blood banks
- Burn centers
- Other clients in the medical and
healthcare industry.



10 key advantages of using Associated Medical Logistics

1. Medical shipping expertise. Associated Medical Logistics is run and staffed by medical transportation experts who have specialized knowledge of how to package, handle, transport, and deliver medical materials. This ensures that your critical shipments arrive safely and on time.

2. Conformance to standards. All shipments are handled according to NCCLS (National Committee for Clinical Laboratory Standards) and other industry standards, protocols, and federal DOT regulations.

3. Specialized facilities and services. We provide climate-controlled storage facilities and refrigerated trucks, onboard couriers, and other specialized services required for the proper transport of medical shipments.

4. Efficient routing. Associated Medical delivers to all of the nation's 7,500+ hospitals, laboratories, clinics, and medical facilities and can design a routing system to get products, parts, equipment, and specimens to your customers fast and affordably.

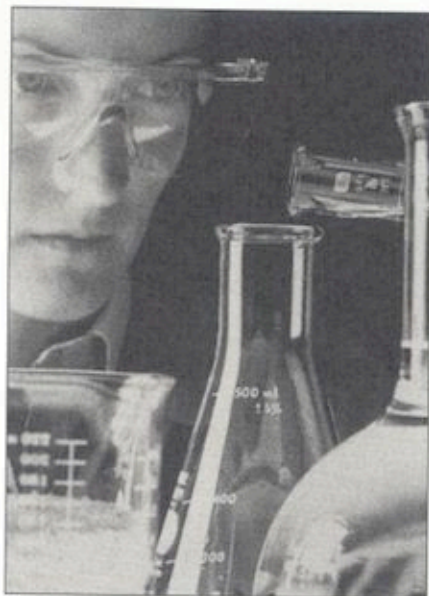
5. Inside delivery. When the shipment is critical, we don't consider the job complete until we place the package into the hands of the specific person you want to reach. We make sure your shipment is delivered to the right department within the hospital...vs. other transportation firms who may waste precious hours by leaving your package or crate in the receiving area or on the loading dock.

6. The broadest coverage. Associated Medical Logistics picks up from – and delivers to – 22,000 communities in every zip code in North America. We also deliver to 800 cities in 180 countries overseas – more than any other international medical transportation company.

7. Round the clock service. Because patients don't get sick and equipment doesn't break down only during business hours, Associated Medical Logistics provides pick-up and delivery 24 hours a day, 7 days a week. Including evenings and weekends. Sundays and holidays, too.

8. No restrictions. Associated Medical Logistics places no limitations on the size, weight, or shape of medical shipments. We can ship a blood sample or a linear accelerator – or anything in between.

9. State-of-the-art communications systems. We use state-of-the-art technology to track each shipment from the moment it's



picked up until it reaches your ultimate consignee. And we keep you posted on the status of your shipment every step of the way.

10. Emergency response. Associated Medical Logistics is open at all times to handle any emergency that may arise. If you have a critical medical delivery, call us. We can get it to any site in the United States in just a few hours, with fast emergency service to overseas medical facilities also available.

Associated Medical Logistics offers three beneficial and unique services to the medical and healthcare community:

- MEDSTAT
- Associated Medical Delivery Services
- Medical PartStock.

MEDSTAT Service: Fast, specialized handling and delivery of critical biological specimens and medical materials.

MEDSTAT is a special rush delivery service that addresses both the urgency as well as the special handling requirements involved with shipping biological materials.

When the delivery must be made in hours instead of days, MEDSTAT is ready to meet the challenge. Operating round the clock, MEDSTAT is on call for immediate pick-up and delivery of human organs, skin grafts, artificial implants, bone parts, blood and blood by-products, drug-testing samples, and other biological materials and specimens which remain viable for only a short time.

MEDSTAT complies with NCCLS standards for the handling and transport of biological materials and, using Associated's fast Overnight or Same Day delivery services, can get the specimen to the lab, hospital, or clinic within hours of your call. Materials can be stored in refrigerated containers and specially packaged to ensure stability and viability.

We can have a courier pick up your specimen and board a flight within minutes of your call to our toll-free MEDSTAT hotline (800-MEDLERT). All Associated Medical Logistics couriers have been trained in NCCLS handling standards, ensuring that your materials will not be damaged in transit. When the courier arrives at the consignee's location, he goes inside the hospital or clinic and personally hand-delivers the package to the person you specify – ensuring that no time is lost due to internal hospital procedures or delays.

MEDSTAT is for drug-testing and reference laboratories, organ procurement organizations, transplant centers, hospitals, clinics, free-standing surgi-centers, blood banks, burn centers, prosthetics manufacturers, and other clients shipping time-critical biological materials.

Associated Medical Delivery Services:

Associated Medical Logistics offers a wide range of medical delivery services that can be tailored to fit your deadlines – and your budget. These include:

Associated Medical Same Day. Same-day delivery of critical medical shipments to any hospital or medical facility in North America within 6-8 hours of your call at any time of the day or night.

Associated Medical Overnight. Overnight delivery of medical shipments by 8:30 am the next morning so that materials are on hand when physicians, laboratory workers, and field technicians arrive at the site.

Associated Medical Second Day. Second-day delivery for 20 to 40 percent less than the cost of overnight. For shipping equipment, parts, and components that do not require same-day or overnight service.

Associated Medical Deferred. Time-definite delivery in 3-4 days at a cost equivalent to ground transportation, with specialized handling appropriate to medical shipments.

Associated Medical International. Delivery of medical equipment, devices, parts, components, and even biological materials to clinics, hospitals, and medical facilities in 800 cities in 180 countries worldwide.

Associated Medical Trade Shows and Exhibits. Packing, shipping, and moving of trade show booths, literature, medical equipment and devices, and other exhibit materials to and from trade shows, conferences, symposia, and medical education sessions. Associated Medical can provide single-source service for handling the complex logistics and management of displays and demonstrations for the multi-city programs that are now the preferred method of physician education.

Medical PartStock: The third-party logistics solution to your medical inventory and distribution requirements.

If you're a medical equipment manufacturer, a distributor, a third-party service organization, or a pharmaceutical company, you can benefit from Medical PartStock.

With Associated Medical PartStock, you establish your domestic or worldwide depot network using our existing facilities. So there is no capital investment of any kind. Because your products and spare parts are stored closer to your customers, you ship a shorter distance, which means faster delivery. And reduced shipping costs.

The Medical PartStock program can be tailored to your inventory, logistics, and customer service requirements.

With Medical PartStock, you can establish as many depots as you want at locations near your most important customers or field service technicians – both domestically and overseas. Products and parts can be held at the depot for pick-up, delivered to the field technician, or brought directly to the customer site. With faster access to critical parts, field technicians can repair equipment on the first call more often. This eliminates return visits to increase field service productivity and enhance customer satisfaction.

Associated Medical PartStock can provide a complete program for repair and return of

faulty parts. Instead of carrying defective components around in their cars, field technicians drop them off at convenient depots or call us for pick-up. This saves them time while significantly reducing your field inventory costs.

Medical PartStock is ideal for storage and distribution of your products, too.

In addition to spare parts, our Medical PartStock depot network can be used for storage and distribution of medical products, including monitoring devices, diagnostic equipment, imaging systems, plasma and other blood by-products, and drugs.

Products requiring cold storage are kept in special refrigerated depot facilities. Our staff is trained in NCCLS procedures and can pack your products in the proper refrigerated containers for safe transport. We can maintain inventory of your products at the locations you desire, then pick the items, package them, ship them to your customers, keep all necessary records, and provide timely, accurate inventory reports. You save time and reduce overhead while staying in control.



***Associated Medical Logistics
has a proven track record of
success behind it.***

Associated Medical Logistics is a division of Associated Distribution Logistics and of Associated Distribution Logistics' parent company, Associated Air Freight.

Associated Air Freight has more than 30 years experience in transportation and logistics and is one of the nation's ten largest freight forwarders. Recently, Associated was named a Quality Carrier by Distribution magazine, achieving top ratings in the five key categories of on-time performance, value, equipment and operations, customer service, and sales staff.

Founded in 1958, Associated now serves more than 15,000 clients, including many in the medical field. Associated Air Freight formed its Medical Logistics Division in 1991 in response to the growing demand from its customer base for a service dedicated to medical transportation and logistics.

The next step

For more information on how Associated Medical Logistics can customize a distribution and logistics program for your company – or for additional literature on any of the specific services mentioned in this brochure – call us toll-free at 800-MEDLERT (800-633-5378). Or write us today.