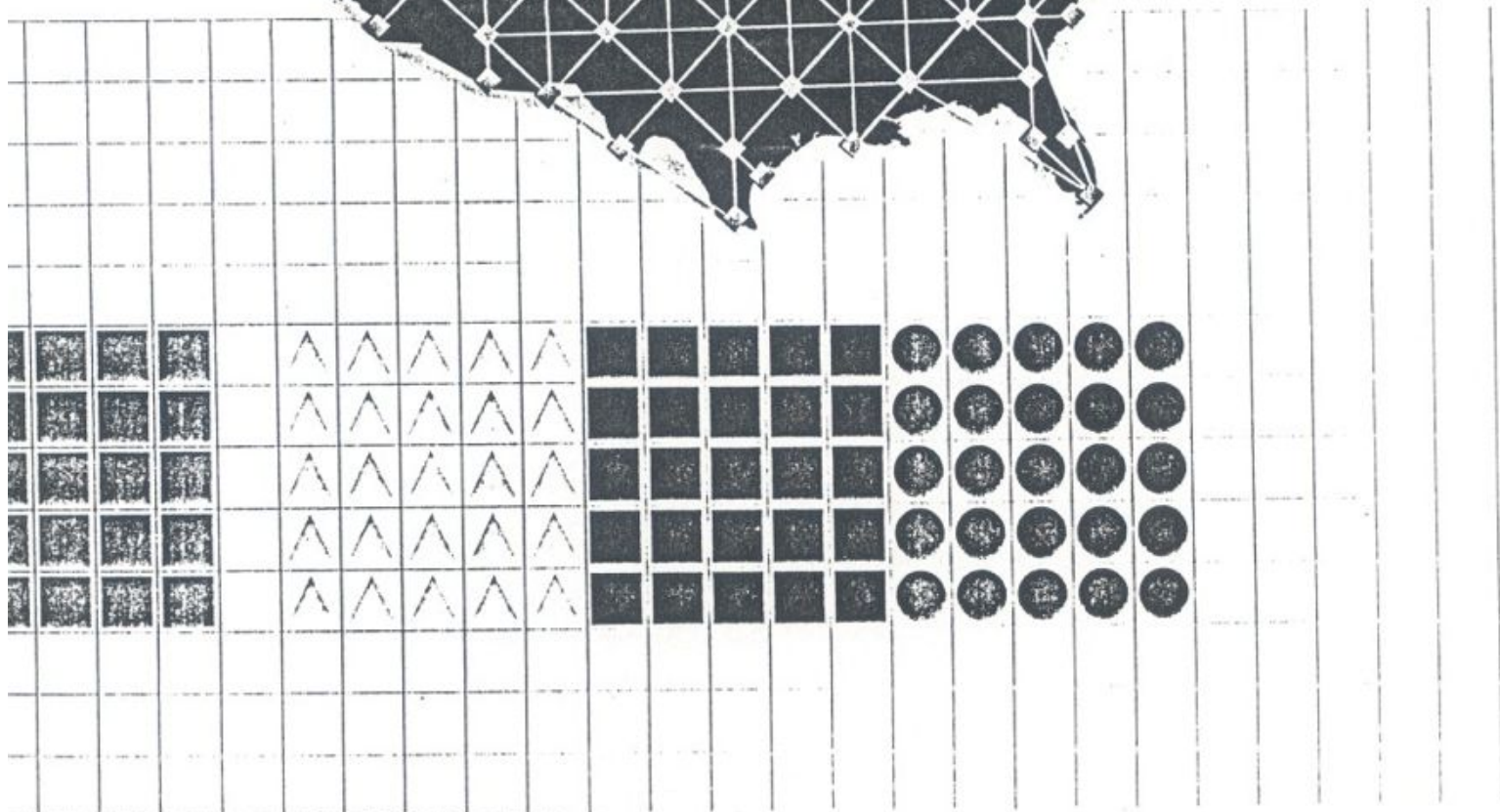
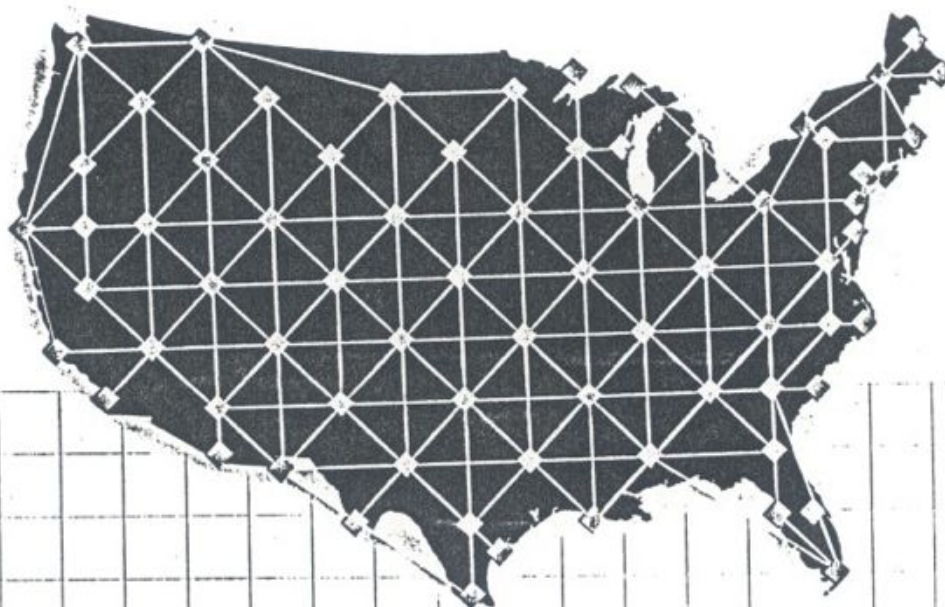


# ASSOCIATED PARTSTOCK®

INVENTORY DISTRIBUTION SYSTEM

A nationwide network of local depots  
designed to get parts to your customers  
quickly, reliably, and cost-effectively  
24 hours a day, 7 days a week.



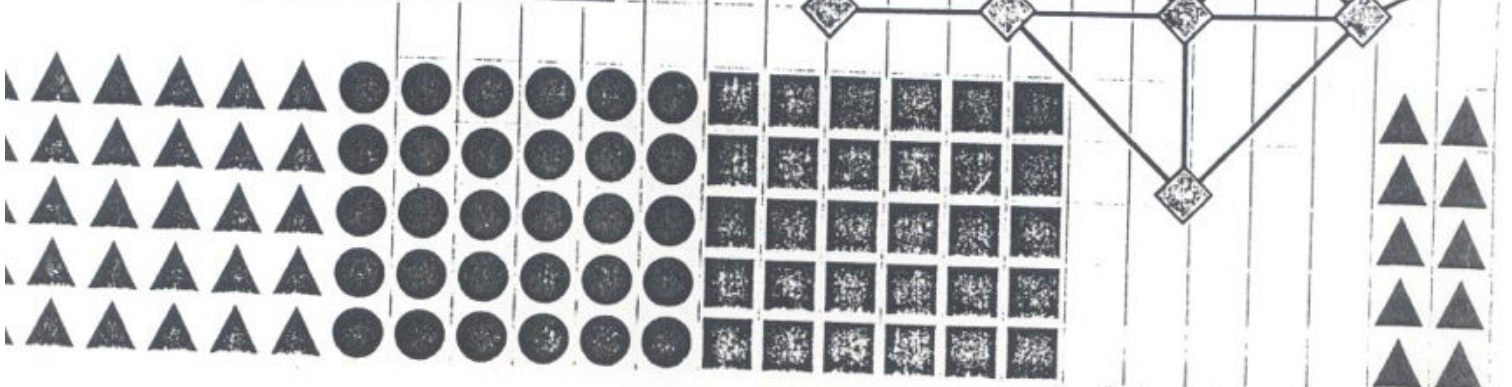
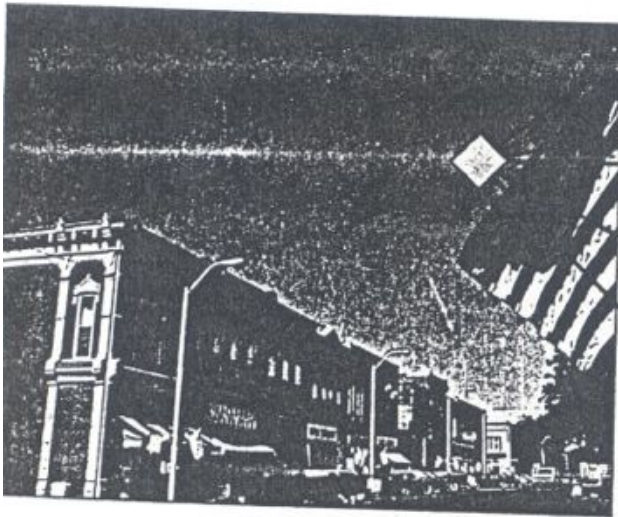
# ASSOCIATED DISTRIBUTION LOGISTICS

**PartStock program.** *The third-party logistics solution to your parts inventory and distribution requirements.*

*Need to get critical parts to your customers faster and at less cost? Now there's a better way: the PartStock program from Associated Distribution Logistics.*

*PartStock is a network of nationwide parts depots which provides reliable, dependable inventory distribution...both locally and nationwide...24 hours a day, 7 days a week, 365 days a year.*

*Because PartStock is a localized network of depots, we can provide faster, less costly and more reliable inventory distribution, locally and nationwide.*





## Who is PartStock for?

PartStock is for the department of your company responsible for servicing the customer after the sale is made. It is designed to help this department get parts to your customers quickly, reliably, and cost-effectively on a daily basis.

## What can PartStock do for us?

With PartStock, you establish your parts depot network using *our* facilities. This eliminates the time and capital expense of purchasing, leasing, and staffing your own network of parts depots.

## What is the ultimate benefit of using PartStock?

PartStock is the fastest, most economical way of getting parts to their destinations. It saves you money and ensures that you can provide your customers with the service they expect and demand from you.

## What is the key point of difference between PartStock vs. other third-party logistics solutions?

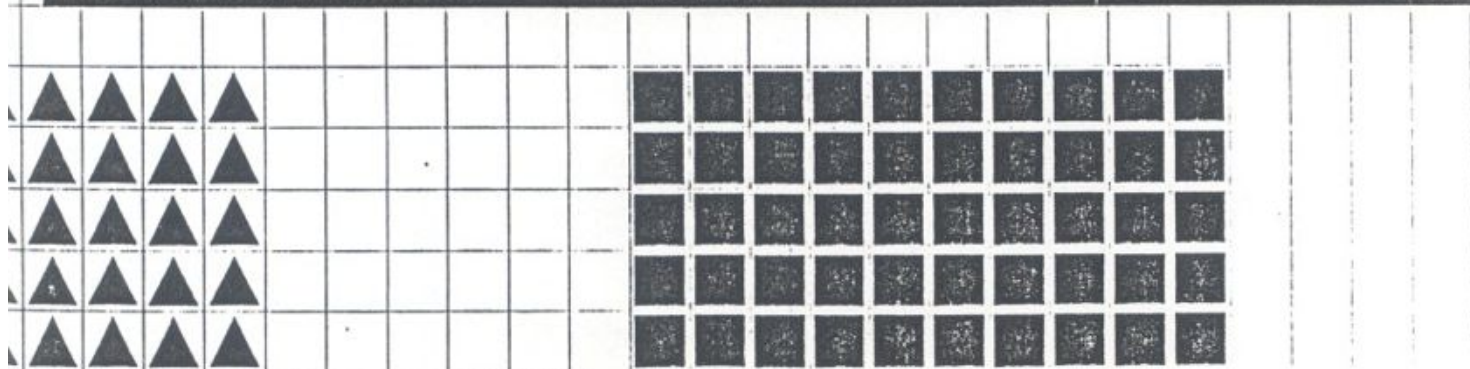
PartStock provides you with a *localized* network of strategically located parts depots vs. other programs that ship all parts from a *central* hub. The benefit is that parts are stored closer to your customers, so you ship a shorter distance, which means faster delivery and reduced shipping costs.

In addition, the PartStock program can be totally tailored to your specific needs in terms of method of shipment, levels of service, and number and location of depots.



*Partstock inventories and distributes products and parts for any industry.*

*Our flexibility allows us to deliver your parts to small towns as well as major cities.*





## 6 powerful reasons why you should get PartStock today

**1 COST SAVINGS.** Associated Distribution Logistics can handle your inventory and distribution more efficiently – and at far less cost – than doing it in-house. This can add many thousands of dollars to your bottom line each month.

**2 IMPROVED CUSTOMER SERVICE.** Associated gets parts to your customers faster, no matter where they are located. This gives you a competitive edge in meeting contractual service agreements or when serving customers for whom fast turnaround is vital.

**3 YOU CAN ESTABLISH YOUR NATIONWIDE DISTRIBUTION NETWORK VIRTUALLY OVERNIGHT.** Associated Distribution Logistics boasts a network of more than 150 parts depots in the U.S. and North America, with additional locations in Europe and the Far East. As a result, you can create an extensive network of distribution facilities quickly and easily – with no capital investment or other start-up costs – by storing your parts at Associated's already established locations.

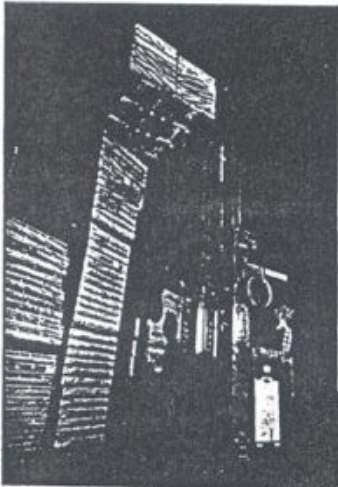
## 4 WE MAKE SURE YOU MEET YOUR DELIVERY DEADLINES.

PartStock offers a wide range of surface and air transportation options to meet local, regional, national, and overseas delivery requirements. We use our own fleet of air-ride vans and lift-gate trucks to provide local delivery schedules that get parts to your customers and field service personnel – where and when they need them.

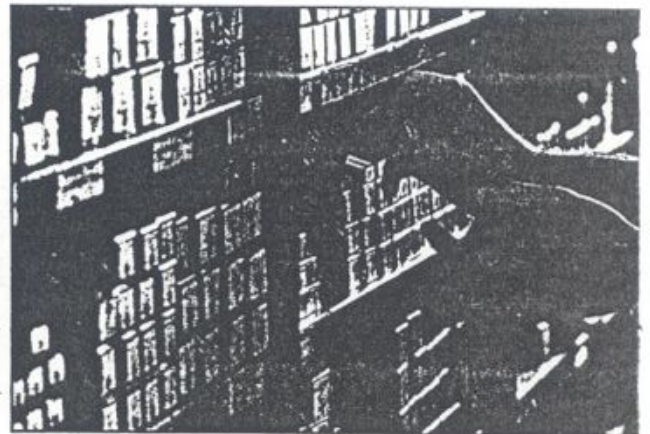
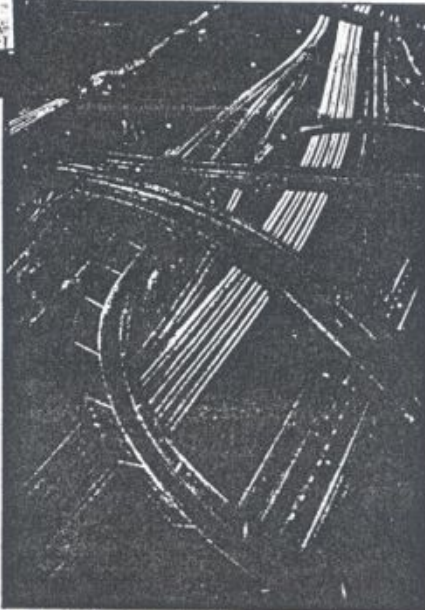
**5 YOU GAIN CONTROL.** The entire PartStock system is tailored to your way of doing business. For example, you use only as much of the network as you need – one depot or a hundred. Service levels, rates, and procedures are predetermined by contract – so there are no unexpected problems or hidden costs. Yet, we offer you maximum flexibility and can easily adjust service if and when your needs change.

**6 ASSOCIATED ACTS AS YOUR BUSINESS PARTNER.** With PartStock, Associated Distribution Logistics handles the time-consuming, resource-intensive task of parts inventory and distribution – freeing you to focus on your core business and your corporate objectives.

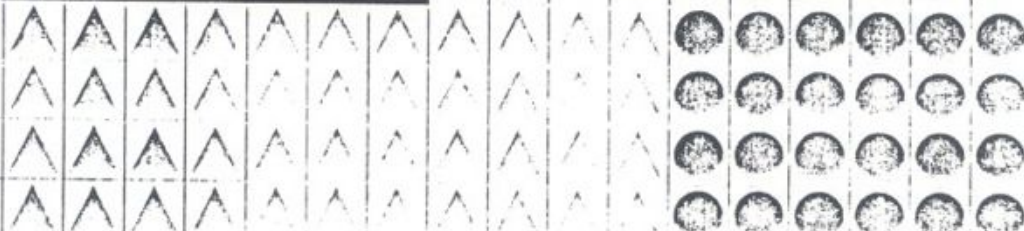
*Associated Distribution Logistics has a network of more than 150 PartStock depots in the U.S. and North America, plus additional depots in Europe and the Far East.*



*PartStock delivers where and when you need it, 24 hours a day, 7 days a week, 365 days a year.*



*Inventory and distribution is handled more efficiently, and at less cost, than doing it in-house.*





## PartStock's scope of operations is truly global.

In operation since 1978, PartStock has parts depots available at more than 150 locations in North America and overseas. From these strategically located hubs, we can deliver parts to more than 22,000 communities in the U.S. and Canada as well as over 800 cities in 170 countries overseas. What's more, all PartStock locations are fully computerized and open round the clock, ensuring the highest levels of reliability and service.

## Inventory management and reporting keep you informed.

PartStock enhances inventory control. Details of each transaction are recorded on our computerized system, ensuring an accurate audit trail. Computerized account reports, detailing each transaction, help you monitor your level of activity. Weekly inventory updates prevent depletion of stock. "Return and repair" reports track not only outbound parts shipped to the field but also inbound parts returned to your depots for repair.

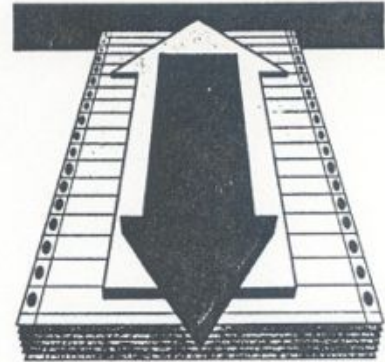
## State-of-the-art computer and EDI (electronic data interchange) capabilities ensure accuracy and reduce communications costs.

You can communicate with your PartStock depots – at any time – in any manner you choose:

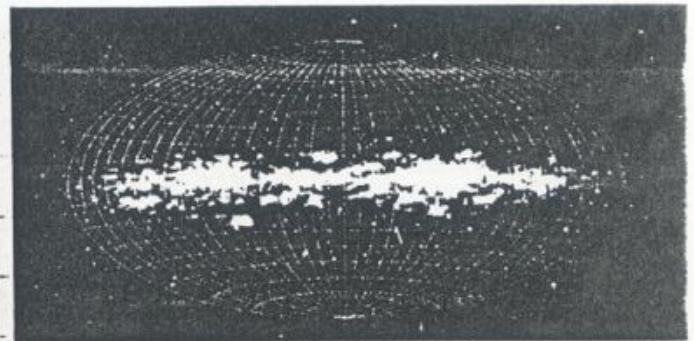
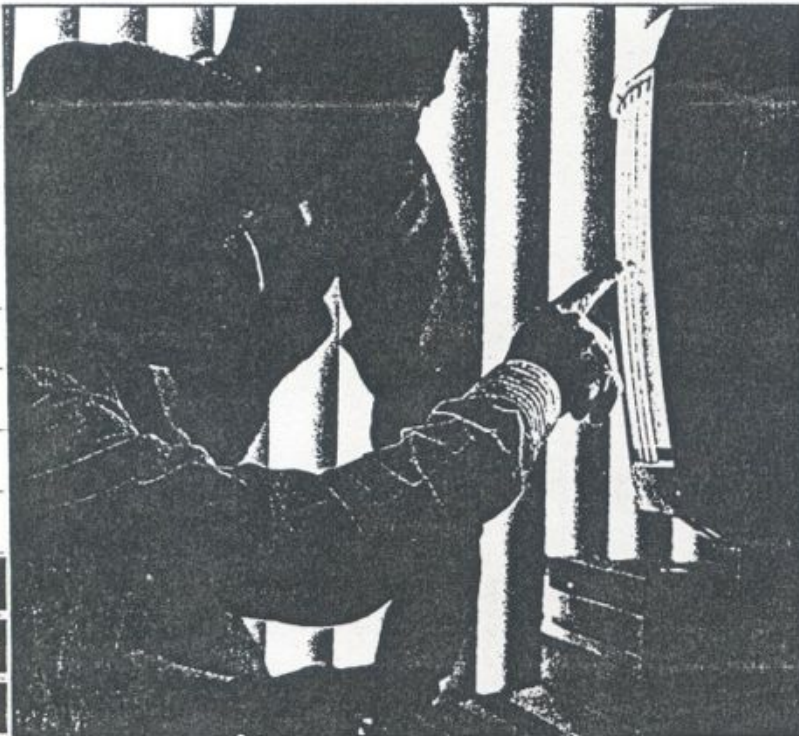
- Toll-free telephone call
- Fax
- Computer transmission (modem or data link)
- Magnetic media exchange

Communication between you and us is open at all times. Inventory can be maintained on your computer or ours – or both. If we maintain the inventory, you can access data and inventory reports on-line via modem. If you maintain the inventory on your computer, Associated can go on-line with your minicomputer or mainframe.

Communications and computer interfaces are tailored to your specific requirements. If you currently do not have a computerized inventory system, we can assist you in designing and installing one.



*Computerized reports detail each transaction for outbound as well as inbound shipments.*



*Sophisticated computerization at all PartStock locations ensures accuracy and saves you money.*







*Customized distribution systems can be provided to meet your specific needs.*

## **Flexible shipping options fit your delivery commitments – and your budget.**

Associated offers the broadest – and most flexible – range of air, surface, and courier delivery options available in third-party logistics today. Local delivery schedules can be tailored to meet your specific service commitments. (Current PartStock users have local delivery deadlines from 2 - 4 hours down to 60 - 90 minutes or less.)

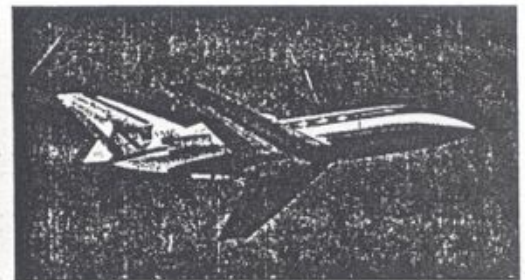
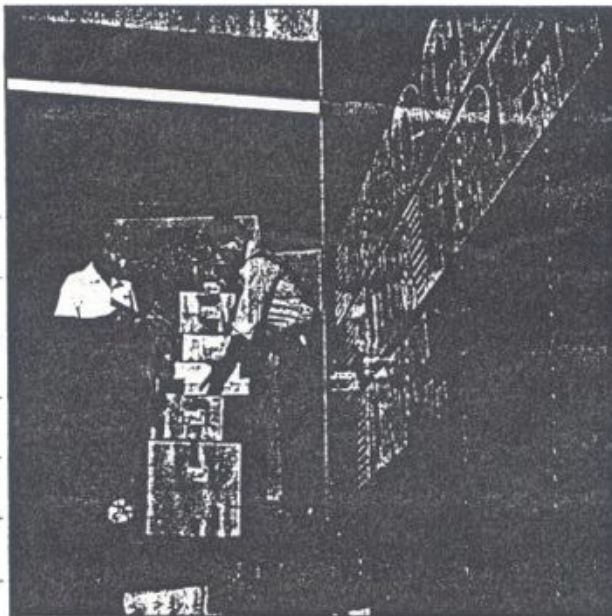
For delivery of parts to distant locations, Associated offers a variety of fast air options – including Associated Same Day, which guarantees delivery within 2 - 8 hours anywhere in North America.

Your parts can be delivered to the customer site or field service technician, or held at the airport or local depot for pick-up by repair personnel. Faulty parts can be shipped economically from the field back to your depot or factory for repair.

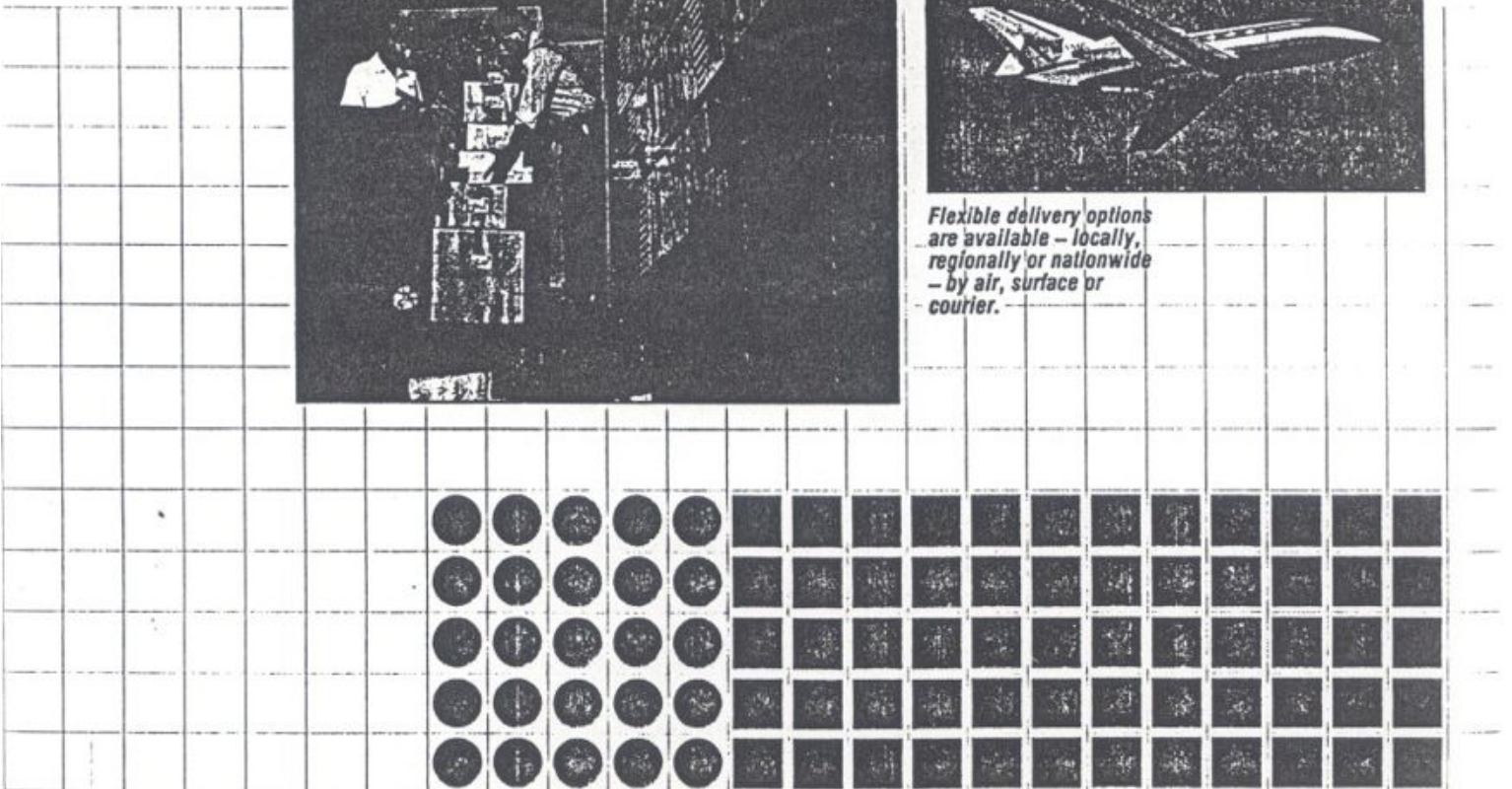
Unlike other third-party logistics vendors, who force-fit a standardized distribution system to your organization, Associated provides *customized* distribution solutions designed to meet your specific needs and customer service requirements.

## **Who Is Associated Distribution Logistics?**

Associated Distribution Logistics, a division of Associated Air Freight, was formed to provide our clients (hi-tech manufacturers, third-party service organizations, and others requiring coordinated delivery of critical parts, components, and equipment) with a single source for all third-party logistics services. These services include: Associated PartStock, international inventory & distribution, materials management, repair and return, import inventory and distribution, pick and pack – order processing, fleet management, free trade zone facilities, corporate distribution management.



*Flexible delivery options are available – locally, regionally or nationwide – by air, surface or courier.*



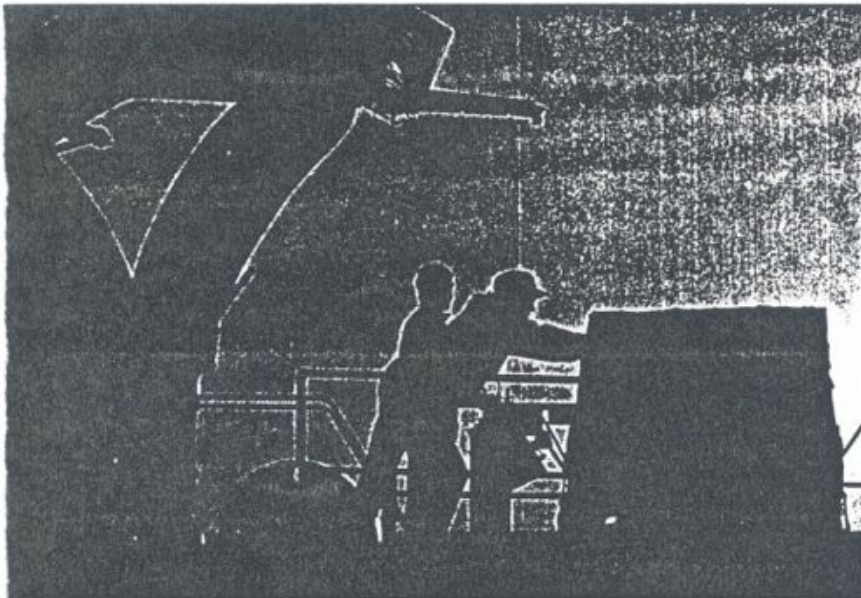


Associated Air Freight, the parent company of Associated Distribution Logistics, has over 30 years experience in transportation and logistics and is one of the nation's ten largest freight forwarders. Associated uses 6,000 flights daily to serve more cities — domestically and internationally — than any other major carrier. Today, our services are used by more than 15,000 clients worldwide.

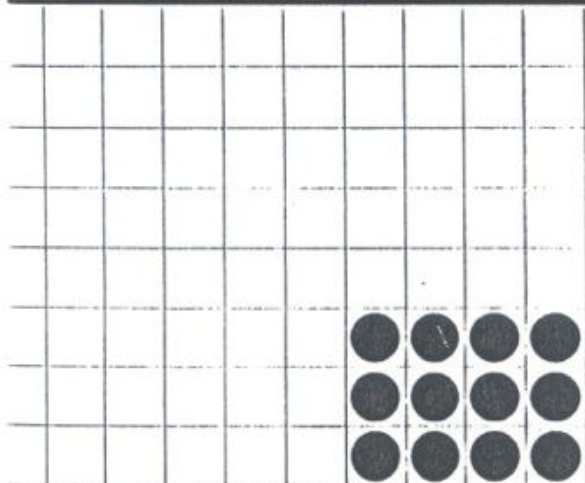
### The next step

For more information on the Associated PartStock program and how it can save you money and increase the level of service you offer to your customers, write us today.

Or, to arrange a free, no-obligation analysis of your current distribution network and inventory requirements, call Associated Distribution Logistics toll-free: 1-800-443-3443.



*As one of the nation's 10 largest logistics firms, Associated has the resources to meet your exact specifications.*



## OTHER ASSOCIATED DISTRIBUTION LOGISTICS SERVICES

- International Inventory & Distribution
- Materials Management
- Repair & Return
- Import Inventory & Distribution
- Pick & Pack — Order Processing
- Fleet Management
- Free Trade Zone Facilities
- Corporate Distribution Management

For further information on any of these services, please call us toll free at 1-800-443-3443.

## ASSOCIATED AIR FREIGHT SERVICES

- Associated Overnight
- Associated Same Day
- Associated Second Day
- Associated Deferred
- Associated Courier Express
- Associated Priority Overseas
- Associated Exhibit Service
- Associated Hi Tech

For further information on any of these services, please call us toll free at 1-800-645-8300.

**ASSOCIATED DISTRIBUTION LOGISTICS**  
A DIVISION OF ASSOCIATED AIR FREIGHT, INC.

**ASSOCIATED DISTRIBUTION LOGISTICS**

A DIVISION OF ASSOCIATED AIR FREIGHT, INC.

3333 NEW HYDE PARK

NEW HYDE PARK, NY 11042

PHONE 1-800-443-3443

FAX 1-516-627-8915

