



The SDS Journal

Newsflash...

**Save – Low Cost
Interstate Trucking Rates
Full Load and LTL Service
Call Sales 718-784-5586 Ext. 7**

Introducing SDS's New Warehouse Hub

In today's time-sensitive environment, the location and operation of a warehouse hub can be crucial to importers and exporters. SDS purchased a second warehouse in Newark, New Jersey in the fall of 2004 as a solution to a variety of distribution challenges of its clients. The new facility will handle warehouse logistics, domestic and international mail distribution and fulfillment services. The facility is fully sprinklered and newly racked. The facility is strategically located along the Northeast corridor and only minutes from the key transportation arteries of the Port of Newark, Newark Liberty International Airport and the New Jersey Turnpike.



SDS's New Warehouse Hub, Newark, New Jersey

"This acquisition gives SDS over two million cubic feet in warehouse space to serve our client's growing storage and distribution needs," said Tony Racioppo, President and CEO of SDS. And

while most warehouses perform such activities as receiving, storing, picking, packing and shipping; SDS goes beyond the ordinary with cross docking, box-in, box-out, stripping, and domestic and international mail distribution.

The new hub provides customers with direct access and the convenience to have shipments picked up anywhere in the world and delivered to the facility

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SDS Services

- Rush Trucking & Messenger
- Tri-State Same Day Delivery
- Same Day Domestic Air
- Domestic & International Courier
- Domestic & International Air Freight
- Domestic & International Mail & Fulfillment
- Mail Distribution to/from Post Office
- Interstate Trucking
- Warehouse Logistics & Distribution
- Hand Delivery

SDS Info...



Corporate Headquarters
52-09 31st Place
Long Island City, NY 11101
Tel. (718) 784-5586 Fax (718) 472-3441

Warehouse Facility
263 Frelinghuysen Avenue
Newark, NJ 07114
Tel. (973) 621-6010 Fax (973) 621-7310

ALERT...



In the event of telephone service interruption at SDS' Corporate HQ, please call our Newark, NJ office at (973) 621-6010. Your business is important to us.



Industry News

Good News in Global Airfreight and U.S. Expedited Cargo Markets

Worldwide airfreight went into full recovery last year with estimates for 2004 indicating an 11.7% increase over 2003 with most airlines reporting significant growth. This marks the first double-digit gain in the air cargo industry since the boom of the 1990's. Asia led the growth with air trade between trans-Pacific, intra-Asia and Europe-Asia routes. Asia-U.S. air trade increased with the help of the growing congestion in the maritime world, particularly at the U.S. West Coast ports that made shippers send goods by air rather than ocean. A projection for U.S. air exports anticipates another 4.4% increase for 2005. The growth of global airfreight is also expected to continue.

An estimate for the 2005 U.S. Expedited Cargo Market, which includes domestic air, air exports, ground parcel, and LTL, is set for modest growth of 4.2%. Orders in overnight express packages, between 2 and 70 pounds, are expected to grow 1.6%; overnight freight of 70 lbs and more, is projected upward 1.2%; while deferred or non-next day freight is poised to increase 1%.

Overnight letters and envelopes are projected to decline 0.8%. As reported in the Winter 2004 issue of *The SDS Journal*, there is a trend for corporate consumers to find efficiencies in the way cargo is shipped air versus surface. Contact the Sales Department for more information.

Looking to Save on International Courier Rates?

Whether you use a brand name or medium size expeditor to ship your international documents, mail, pouches, trade show materials and more, call SDS to compare rates. John Zahorodny, Senior Vice President Domestic & International Logistics, has negotiated favorable tariffs around the world to help reduce the cost of shipping for our clients. As a customer-centric company, SDS always looks to provide our clients with outstanding service, performed by knowledgeable personnel with reasonable fees. Let our logistics team consult with you on your next shipping need.

SDS News

SDS Implements Enhanced Communication System to Better Serve You

As the requirements for excellence in customer satisfaction and business success continue to evolve, operational infrastructure must evolve with them. New challenges such as expanding workforces, globalization, growth of communications traffic and the heightened need for businesses to be agile create new needs that require attention. SDS is committed to improving and enhancing its communications with a more sophisticated and streamlined IP voice system. The IP system will simplify the process of connecting you with an SDS contact and reduce the risk of business disruptions. When you need SDS, we want to be available. Instead of calling multiple numbers, the following is an easy guide to reach your destination.

Upcoming Calendar Events**IFMA (International Facility Management Association of Greater New York)**

March 16, April 20, May 18, June 15.
Contact www.ifmagny.org

National Postal Forum

March 20-23, Nashville, TN.
Contact www.npf.org

IdeAlliance Annual Print Distribution Conference

April 17-20, Las Vegas, NV.
Contact www.idealliance.org

ALA (Association of Legal Administrators) National Convention and Exposition

April 18-21, San Francisco, CA.
Contact www.alanet.org

Mailcom 2005

May 3-6, Atlantic City, NJ.
Contact www.mailcom.org

NYPCC (Postal Customer Council)

Monthly Meetings, March 16, April 20, May 18, June 15.
Contact Sandra Calos at scalos@email.usps.com

New York Metro/NE Area Periodicals Focus Group

April 14, in Boston, July 14, October 20 in New York City.
Contact james.j.gorman@usps.gov

SDS IMPORTANT NUMBERS

Main Number	718-784-5586
Local Messenger/Trucking	Ext. 1
Domestic/International Air Courier/ Freight, Interstate Trucking	Ext. 2
LANE Postal Pickup/Delivery	Ext. 3
Domestic and International Mail and Fulfillment	Ext. 4
Administrative and Executive Offices	Ext. 5
Warehousing and Distribution	Ext. 6
Sales and Marketing	Ext. 7
Operator	Ext. 0

CUT OUT AND SAVE



Introducing SDS's New Warehouse Hub

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for various services. The location is ideally situated for local, national and international clients.

Partial service from the new warehouse hub began in November when key staff, including Nick Racioppo, Warehouse Manager, and Mafalda DaCosta, Operations Manager of Domestic & International Logistics, moved into the new facility. In February 2005, the Domestic and International Mail and Fulfillment Division, managed by David Lowe, Vice President, moved to the new location completing the move. SDS COO, John Racioppo, successfully managed the entire relocation effort.

With the Mail Division in Newark, SDS now offers its clients a more cost-effective set of services, including Domestic, International and Canada mail/parcel delivery services, and Specialty Services including Fulfillment. Lowe notes that, "with SDS, clients can choose from a variety of overseas mailing services that satisfy their mailing needs and delivery expectations. And, no matter what level of service they choose, they can take advantage of substantial foreign postal discounts. This new facility allows for improved productivity that will benefit our clients with enhanced service."



SDS's Mail/Fulfillment Team. Left to Right: David Lowe, James Thompson, Joshua Johnson, Gerry Sarro.

HUB SERVICES INCLUDE

Warehouse Logistics

- Short and Long Term Storage
- Skid Storage
- Document Storage and Retrieval
- Material Pick and Pack and Ship
- Break Bulk Service
- Seasonal Merchandise Handling
- Overflow Storage with "Just in Time" Delivery
- Trade Show Consolidation and Distribution
- Web-based Inventory Management

Domestic and International Air Freight and Courier

- Same Day— Next Flight Out
- Next Day
- Second Day
- Deferred
- Interstate Trucking
- Less than Truckload (LTL)
- Import Service – Customs Clearance
- Certified Hazmat Shipping
- Packing and Crating Services
- Export Documentation Services

Domestic and International Mail and Fulfillment Service

- Direct Injection Mail
- International Priority Mail
- International Economy Mail
- Domestic Mail
- Priority Parcel Service
- Canada Direct Mail
- Fulfillment Value-Added Services
 - Sorting
 - Wafer Sealing
 - Folding
 - Polybagging, Shrink-wrapping
 - Hand sorting, Inserting
 - Address Printing with ZIP+4 and Bar Code
 - Stamping
- And More

C O M E F O R A T O U R

OFFICE "CLEAN SWEEP" INTRODUCTORY OFFER

"Special Pricing Based on Clients' Unique Needs – Call Sales for More Information"

Let SDS help give your office a "Clean Sweep" by storing your documents, furniture and more in our conveniently located Newark Warehouse.

- Storage and Retrieval of Inactive and Semi-Active Files.
- Storage and Distribution of Marketing Materials, Trade Show Booths, Manufacturing Products, Etc.

- Free up Office Space
- Reduce Labor Costs
- Low Cost Retrieval System
- Computerized Inventory Control
- Web-based Storage Management
- Completely Confidential and Secure
- Full line of Boxes for Containerized Files

CALL (718) 784-5586 EXT. 7

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TIPS from Us to You



A Benefit of Joining a Trade or Industry Association – PCCNYC

By Christine Brooks, VP Sales and Marketing

Recently, a legal client sent a certified envelope through the USPS system. SDS's LANE Division driver brought the piece to the Postal Clerk and left with the certified receipt. The client tried to track the envelope; but for whatever reason; the envelope was not showing up in the system. The client's mail center manager called me on a daily basis to check the status of the missing envelope. I contacted my Postal Customer Council contact, who helped me with this dilemma. After a few nervous days, the envelope made it through to its designated post office. The local post office Supervisor called my PCC contact (Sandy Calos), and she called me. I then called the client with the good news, and we were all relieved.

The point of this story is simple. The biggest benefit of joining a trade or industry association is having that ability to build relationships with contacts who can help solve problems—both large and small. If you are not a member of your industry's association or trade group, check their website, call and inquire with peers about its value and join soon.

- ✓ Sign Up, Join the Postal Customer Council. The PCC is about members helping members and it's a way to learn more about postal products and services. Annual dues are \$40, which includes membership for two per company, free attendance and breakfast at all the monthly meetings. For more information call Sandy Calos, PCC Coordinator at 212-330-3084.

New Business and Sales Contact

If you have any questions on topics covered in this newsletter or other inquiries, please contact one of our Sales Executives.

Sales Office	Tel (718) 784-5586 Ext. 7	Fax (646) 728-0291
Christine Brooks, Vice President Sales and Marketing	Cbrooks@sdsexpress.com	
Anthony Donofrio, Account Executive	Adonofrio@sdsexpress.com	
Maribel Egipciano, Account Executive	Megipciano@sdsexpress.com	

2005/06 U.S. Postal Holidays

There will not be any mail pick-ups on the following holidays. Should you require a "special" pick-up on any of these days, please call Ray Mendoza at (718) 784-5586 Ext. 3 and, if possible, he will make the necessary arrangements.

Memorial Day 2005	Monday	May 30
Independence Day 2005	Monday	July 04
Labor Day 2005	Monday	Sept. 05
* Columbus Day 2005	Monday	Oct. 10
* Veterans Day 2005	Friday	Nov. 11
Thanksgiving Day 2005	Thursday	Nov. 24
Christmas Day 2005	Sunday	Dec. 25
New Year's Day 2006	Sunday	Jan. 01
Martin Luther King's Day 2006	Monday	Jan. 16
President's Day 2006	Monday	Feb. 20

* SDS is opened on these holidays



Reminder: Sunday, April 4th Daylight Savings Time Begins. Turn Clocks Ahead One Hour.

SDS Milestones



Some SDS staffers are celebrating anniversaries with us this Spring

Happy Anniversary to:

Bill Guido	11 Years
Mike Martin	9 Years
Ana Quevedo	9 Years
Bob Sheehan	6 Years
TC Dixon	5 Years
Rodney Sparks	5 Years
Richard "Dias"	5 Years
Anthony Donofrio	4 Years
Mafalda DaCosta	4 Years
Rob Archer	2 Years
Lewis Burgess	2 Years
Latoya Brown	1 Year
Javier Castro	1 Year
Cedric Coats	1 Year
Robert Dixon	1 Year
Joseph Jeune	1 Year
Ruben Martinez	1 Year
Dennis Mohammed	1 Year
Senia Perez	1 Year
Jason Williams	1 Year
Matthew Wizeman	1 Year

We're also celebrating many birthdays

Happy Birthday to:

Bob Spear	3/05
Maribel Egipciano	3/11
Marris Lezaja	3/11
Daniele Gardner	3/13
Washington Carrion	3/17
Robert Dixon	3/21
William Arthur	3/31
Ray Ayala	3/31
Joseph Jeune	4/03
Owen Davis	4/12
Ralph Lawrence	4/23
Tyrone Scott	4/28
Dania Lora	5/03
Enrique Figueroa	5/08
Bob Killian	5/08
Erike Pereira	5/09
Mike Kiznick	5/20
Ana Quevedo	5/23
Daniel Devalle	5/27
Steven Clement	5/29

