

## Newsflash...

- ⇒ **Find out how to get those SDS Movie Passes**
- ⇒ **Ask about a free month of warehouse space**
- ⇒ **Ask about our referral program**

**SDS Races to the Finish with Gran Fondo**

*Selected as the logistics provider of choice for massive biking event*

SDS Global Logistics was chosen as the preferred provider of custom logistics solutions Granfondo, one the largest cycling races in the US. The event, which runs from New York City to the finish line in Fort Lee, NJ for the Granfondo NY, was held on May 18<sup>th</sup> and by all accounts was a startling success. This event is one of the premier cycling races in the US with over 5,000 cyclists and some of the top racers in the world.

Granfondo NY needed a reliable Logistics company and they chose SDS as its partner of choice.

SDS and its team were on site from start to finish ensuring that all exhibitors and their representatives from around the world experienced a cycling event like no other. SDS was instrumental in providing everything from water, apparel, nutrition and other necessities needed for the race.

Len Froio VP of Sales said "my experience at the finish line was breathtaking as the racers came down the Palisades' with the crowd roaring for their team. I was absolutely amazed at the excitement, energy and loyalty for their riders who came from around the globe."



*Len Froio with Granfondo volunteers on the day of the big race. SDS was there from start to finish.*

**STORIES INSIDE**

<b>Granfondo</b>	1
<b>Luggage Free</b>	2
<b>FedEx Increases Ground Rates</b>	2
<b>USPS Ends Door Service for Millions</b>	3
<b>2014 Air Travel</b>	3
<b>Referral Letter</b>	3
<b>Upcoming Events</b>	3
<b>The Top Ten</b>	4
<b>Birthdays and</b>	4
<b>Holidays</b>	4

**SDS Info . . .****Corporate Headquarters**

37-18 57th Street  
Woodside, NY 11377  
Phone: (888) 737-3977  
Fax: (718) 472-3441

**Warehouse**

263 Frelinghuysen Avenue  
Newark, NJ 07114  
Phone: (973) 621-6010\*  
Fax: (973) 621-7310

\*Emergency Number

**SDS Services**

- ◆ **Rush Messenger & Trucking**
- ◆ **Tri-State Same Day Delivery**
- ◆ **Same Day Domestic Air**
- ◆ **Worldwide Air Freight**
- ◆ **Air Courier**
- ◆ **Worldwide Mail & Fulfillment**
- ◆ **Mail to/from the Post Office**
- ◆ **Interstate Trucking**
- ◆ **Warehouse Logistics**
- ◆ **Trade Show Management**

**Locations****Headquarters**

New York, NY

**Warehouse**

Newark, NJ

**Offices**

Baltimore, MD □ Chicago, IL  
Connecticut □ Dallas, TX  
Houston, TX □ Long Island, NY  
Los Angeles, CA □ Miami, FL  
San Francisco □ Washington, DC

**SDS’s Newest Affiliate: Luggage Free**

*A Premium Provider of Advanced Luggage Joins the SDS Team*

In our last newsletter, we introduced our most recent affiliate, Luggage Free. Luggage Free is the leading provider of premier luggage forwarding to and from your vacation or business destination.



With expanded security at airports, longer travel times and the shortened vacation times of most travelers, there has been an influx of luggage forwarders in recent years. But if you are a traveler who wants a premium service then you will probably want to go with the provider who has been written up by the New York Times, Forbes Magazine and The Wall Street Journal as the premier provider of advanced luggage and that is Luggage Free.

The Journal notes that of all the providers of this unique service, "none of these services could top New York’s Luggage Free, which seemed to grasp the concept that if you’re paying for a premium service, you want premium service..."

So if you are tired of waiting on long lines to check in your luggage, paying expensive baggage fees and most of all the anticipation that your luggage is first on the carousel.. don’t worry, we have the cure for taking the "stress out of travel"

Luggage Free can ship luggage to any destination including hotels, cruise ships and private residences virtually anywhere in the world. By utilizing this specialized luggage shipping service and letting Luggage Free handle your luggage, golf clubs and skis, you can focus on more important things such as enjoying your trip. Luggage Free will even fill out all the necessary paperwork.

For more information dial Luggage Free direct at 800.361.6871

**What are You Really Paying to your Shipper**

*In addition to its annual rate hike, some shippers find tricky ways to increase your rates. Are you the sucker in the room?*

If you are an experienced shipping manager or mailroom expert then you are probably familiar with the term “dim weight.” If you are like most, however, you know essentially that you need to get something from here to there and you use a rate table to figure out the pricing. Shippers are aware of this and some have found clever ways to increase your rates without you feeling it up front but paying for it later.

Dim weight or dimensional weighting is a system whereby a consolidator or forwarder will charge additional because of the size of a package. It is a legitimate pricing mechanism if not abused, but it is now be added to ground deliveries for some shippers such as FedEx. In fact, dim weighting has become a preferred method of raising rates without the typical consumer being aware of the increase. Not understanding dim weight could make you the “dim wit” in the room. And of course it is not your fault, because these types of subtleties are much too nuanced to the typical person sending a package. Under the new rate structure for FedEx, rates can and probably will increase over a third. That is an enormous rate increase to try to sneak through .

**Dimensional Weight (lbs) =  $\frac{L \times W \times H}{166}$**

L = Length in inches  
 W = Width in inches  
 H = Height in inches

Here is a quick lesson about billable weight:

Billable weight is the greater of regular weight and dim weight. Dim weight is length x width x height divided by a constant which can vary depending on destination but is typically 166 for domestic deliveries made by consolidators.

Therefore, if a package weighs 10 lbs but is shipped in a box 16” x 16” x 16” you would pay on 25 lbs. (16 x 16 x 16 = 4096 / 166 = 24.67). This would increase the rate paid by more than double. The average increase will be over 33%.

This will have a profound effect on shipping costs. As one shipment software developer recently put it, “the joyride is over.” At least for those using FedEx.

**USPS to End Door Slot Deliveries for Millions**

*Change may depersonalize service but it will save billions*

In an effort to cut costs, The House Oversight and Government Reform Committee voted to end door deliveries of mail and packages delivered by the United States Postal Service for many addresses across the country. Millions of Americans would no longer get mail delivered to their door but would have to go to communal or curbside boxes instead under a proposal advancing through Congress.

The House Oversight and Government Reform Committee, on an 18-13 vote, approved a bill Wednesday to direct the U.S. Postal Service to convert 15 million addresses over the next decade to the less costly but also less convenient delivery method.

The committee's chairman, Rep. Darrell Issa, acknowledged that at the outset but said it "provides an interim opportunity to achieve some significant cost savings." Converting to communal or curbside delivery would save \$2 billion annually, Issa said, quoting from estimates that door delivery costs \$380 annually per address compared with \$240 for curbside and \$170 for centralized methods. He said less than 1 percent of all addresses nationwide would undergo a delivery change annually and that communal boxes offer a safe, locked location for packages, doing away with the need for carriers to leave packages on porches and subject to theft and bad weather.



*The Mailman at the front door will be a thing of the past for many as the post office looks to cut costs for the financially struggling Post Office system*

**Travelers Flying High in 2014**

*Airline travel hits highest peak since the start of the recession*

If you're planning to fly to your summer vacation spot this year, plan for a crowded plane.

Data from MasterCard Spending Pulse show sales of airline tickets in the U.S. rose by 4.6% through the first three months of the year, more than twice the growth in overall retail sales. Airline bookings in April may come in even higher. That's not a gargantuan spike, but at a time when the middle class is supposedly morose, it's an encouraging sign of ordinary people spending a few extra bucks to enjoy themselves. "So far, 2014 is looking like the best year since the recession ended," says Sarah Quinlan, a senior vice president at MasterCard Advisors. "This is consumers saying, 'I'm confident.'"

But any sign of progress is welcome, and plans for summer vacation travel could signal a psychological turning point for the Main Street economy. Last summer was a good year for vacations, but most Americans took driving trips, according to Spending Pulse. Flying vacations are important because the typical family spends twice as much on a trip when they get there by plane instead of car. Air travelers tend to spend more on hotels, excursions, restaurants and souvenirs than road trippers.

**Client Appreciation**

Dear Len,

*As you know, Campagnolo Gran Fondo New York is a 100-mile cycling marathon held annually each May from NYC to Bear Mountain and back, taken on by 5,000 cyclists from over 70 countries. We also hold a pre-race expo, NYC Bike Expo, with over 50 vendors, and a finish area expo near Fort Lee, NJ, with 10 vendors.*

*SDS managed the product logistics for our race products as well as the products of our vendors for the two expos. SDS did a great job coordinating the incoming product from our vendors, making sure that it arrived to the right place in a small window, then after the expo they communicated with all vendors to pick up their products and arrange for shipping it back to them or transferring any product to the 2nd expo in Fort Lee. SDS has been great to work with - they are responsive, punctual, accurate and reliable.*

**Lidia Fluhme**  
President and Co-Organizer  
Campagnolo Gran Fondo New York & NYC Bike Expo

**UPCOMING EVENTS**

**Greater New York PCC**

Annual Boat Trip  
Wednesday, June 10th  
Chelsea Piers, Pier 61

**Contact:**

[wai.y.chow@usps.gov](mailto:wai.y.chow@usps.gov)



**Northeast Area Mailing Industry Focus Group**

June 12, 2014

380 West 33<sup>rd</sup> Street  
New York, NY



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