



Key Management Enhancements

New Talent Brought on. Promotion of Key Performers

Over the past month, Need It Now and SDS have made numerous additions to its business development and operations team that enables them to keep pace with their dynamic growth.

Israel Colon was hired as Director of Domestic Operations. Israel has over 25 years of operational experience as a corporate officer and has played key roles in the transportation Industry through out his career. Israel will also assist in Business development. Israel has one daughter who recently received her masters degree in global science.



Augie Valerga and Israel Colon

NIN also announced that **Augie Valerga** will be named the Director of Worldwide Operations. Mr. Valerga was an addition to the NIN team just a few months ago and has been serving in a hybrid operations/business development role. Mr. Valerga also has substantial industry experience and adds to the firm's key pharma and medical verticals.

In addition to the new hires, NIN announced that long time Operations Manager, **Mafalda DaCosta**, will be named the firm's TSA coordinator and training manager. Mafalda will oversee these new responsibilities in addition to her existing role as New Jersey Transportation and Logistics coordinator for the firm's SDS Global Logistics division. Ms. DaCosta has been with NIN and its' SDS division for over 15 years.

Newsflash...

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

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Information

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

Warehouse
29 Spring Street
West Orange, NJ 07052
Phone: (973) 621-6010*
Fax: (973) 621-7310

*Emergency Number

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
West Orange, NJ

Offices

- Baltimore, MD □ Chicago, IL
- Dallas, TX □ Danbury, CT
- Houston, TX □ Milwaukee, WI
- Long Island, NY □ Los Angeles, CA
- Miami, FL □ San Francisco, CA
- Washington, DC

Warehouse Expansion

More space to support dynamic growth

Since moving from Newark to West Orange last December, the warehouse division has experienced some very dynamic and exciting changes that compliment the tremendous growth of the company.

This summer the company acquired a large amount of additional space that supplies ample room to support the heavy demand from our new and existing customers. It also added several additional bays to support the daily truck flow.

The fulfillment center has also expanded in size. This allows this division to fulfill very large packing and kitting projects that require a lot of space to accept freight, stage and fulfill.

In addition, new offices are being built to accommodate additional staff to support the demand of the additional inventory. To learn more contact Alli Alvarado at 718.784.5586 ext. 344.



Have You Seen a Good Movie Lately?

Our customer referral program is back!

The long-standing mission of Need It Now and SDS is a simple one: to provide the best quality of service in the industry at a competitive price.

As a long time customer, you probably already know the pride we take in your deliveries, and as always we greatly appreciate your loyalty and patronage.

Our goal is to replicate our services to new customers and we would appreciate your help.

One of the ways we have traditionally shown our appreciation is to reward those that share our service story with friends and colleagues. In this spirit, we are pleased to announce that we are renewing our Customer Referral Program. We would be very grateful if you can refer us to other companies or other departments within your company that would benefit from using our service

If our sales team sets up an appointment with your contact, we will send you two tickets to a movie of your choice. Just send an email to our Sales Team, (sales@sds-gl.com) with the contact information. It's that easy.

Enjoy the show!



How to Protect Your Package from Damage and Loss

Some helpful advice to limit the possibilities.

There is nothing more frustrating than learning that your client has received your package in a damaged condition.

This "uncomfortable" situation can be both embarrassing and time consuming. There is the inordinate amount of time it takes before reconciliation occurs on both parties. Calls need to be initiated, paper work must be filed for a claim, another package must be shipped, and hopefully, "in the end" your customer is satisfied.

How can you give your package a better chance of arriving to its final destination damaged free?

NIN takes great pride in handling your freight. We have been providing logistic solutions for decades and if you follow these simple few steps, we feel confident that your package's chance of arriving damage free is greatly enhanced.

- Always use first generation cartons that have at least a 200lb PSI and a 32 ECT (Edge Crush Test).
- Always use sufficient packaging material like bubble wrap, peanuts, air cushions etc.
- When sealing the carton use either craft or packing tape and seal in a "H" form. This will prevent leaks or potential burst.
- Use a secured label highlighting consignee and return address.

Use these simple techniques and your shipping will give you a lot less stress.

Company Experiencing Rapid Growth in the Food Industry

The NOW generation has hit the foodies

NIN/SDS has recently experienced a major uptick in demand for metropolitan food deliveries. Bakeries, Deli's and Gourmet vendors are calling on our team to manage their deliveries. From bagels, cupcakes and bread for breakfast, to sandwiches and salads for lunch; these companies rely on us to ensure timely deliveries to maintain the freshness of their food.

What makes us the vendor of choice in this industry is that our focused food division is built upon a dedicated team whose goal is to ensure timely pick ups and to make deliveries on a consistent basis. This, coupled with our true 24 hour communication makes us a great partner. We can pick up at any time of the day or night because we **never close**.

If it is a breakfast route that needs a pick up at 1:00 AM for deliveries by 5:00am we are ready. If it is a lunch pick up with a 1-2 hour delivery window, we are prepared. One bakery manager explained, "It is very comforting to know that we can rely on NIN/SDS to be there when we need them and to deliver the freshness our customers expect."

London Calling

NIN/SDS offers special overnight discount to London.

Need it Now Courier and SDS Global Logistics is offering a special discount on shipments to London.

This offer is valid for documents or printed matter. We will offer \$22.95 for the first pound and \$3.25 for each additional pound. We feel confident that you will like the service and will continue to send more shipments to London.

Many of our customers enjoy the benefits our service over the integrated carriers.

- Later pick times.
- Earlier deliveries.
- Flexible flight schedules.
- Personalized service.
- We are open 24 hours, 7 days a week and 365 days a year.



Client Appreciation

We are exceptionally pleased with the professional and reliable service that SDS has provided to us over the past year. We distribute baked goods every single night to many destinations in the New York area.

SDS always completes the deliveries on time, without issue. We are always impressed that SDS is continually going above and beyond. We look forward to many more years of collaboration!

Lea Faminiano

Wholesale Warehouse Manager

Ovenly

UPCOMING EVENTS

Greater New York PCC

National PCC Day
September 21, 2016
8:30 am—1:30pm
The Farley Building

Small Biz Expo
September 23, 2016
NY Hilton Midtown 9-3pm
1165 6th Ave

A President's Best Friend

By: Len Froio

As the Presidential election approaches, I do not want to concentrate on all the politics and all the “mudslinging” that occurs during this time.

I'm sure we will all have our fair share. I'd rather shed a lighter side of the Presidency and give you my Top 10 Presidents Dog names.



- Theodore Roosevelt – *Pete*, Bull Terrier
- James Monroe – *Buddy*, Spaniel
- Woodrow Wilson – *Mountain Boy*, Greyhound
- Herbert Hoover – *King Tut*, Belgian Shepard
- Franklin Roosevelt – *Meggie*, Scottish Terrier
- Harry Truman – *Mike*, Irish Setter
- Dwight Eisenhower – *Heidi*, Weimaraner
- Lyndon Johnson – *Edgar*, Beagle
- Richard Nixon – *Pasha*, Terrier
- Ronald Reagan – *Victory*, Golden Retriever

2016/2017 Postal Holidays

There will not be any mail pickups on the following holidays. Should you require **special** pickup on any of these days, please call Ray Mendoza at (718) 784-5586 x 3 and if possible, he will make the necessary arrangements.

Holiday	Day	Date
Independence Day	Monday	July 4, 2016
Labor Day	Monday	September 5, 2016
Columbus Day	Monday	October 10, 2016
Veteran's Day (Observed)	Friday	November 11, 2016
Thanksgiving Day	Thursday	November 24, 2016
Christmas Day	Sunday	December 25, 2016
New Year's Day	Sunday	January 1, 2017
MLK Day	Monday	January 16, 2017
President's Day	Monday	February 20, 2017
Memorial Day	Monday	May 29, 2017

NIN Affiliates

CONNECTICUT Joe Haight (800) 955.1755

- A Courier
- Expressway

FLORIDA Alex Altreche (954) 527.4444

- ASAP
- CA Courier
- Liberty Courier

MARYLAND Erik Fischer (443) 244.3581

- Need It Now Maryland
- Maryland Messenger

NEW YORK Barry Wolf (212) 989.1919

- Need it Now Courier
- Accurate
- Alliance
- Canavan
- Fox
- Herman's
- Hi Power
- Kangaroo
- Manhattan
- Quick one
- Ricky's Runners

New Business and Sales Contacts

(718)784-5586

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