



A Full Service Transportation Company

# JOURNAL

## Newsflash...

### SDS Joins Forces with Need It Now

The new leader is taking a stronghold in the industry

SDS Global Logistics is proud to announce that it has expanded its global reach by joining forces with Need It Now Courier.

SDS will continue to operate under the name SDS Global Logistics and is now part of one of the largest privately held transportation firms in the United States.

The alliance gives SDS expanded markets, increased technology and greater resources.

Matthew Wizeman, who was CFO of SDS and continues in that role is excited about the growth. "Managed growth is the cornerstone of any business and this is literally a perfect fit. The greater resources and volume add to the stability of the company and expanded markets and services allow us to greater serve our stakeholders."

The merge brings SDS into several new markets including Baltimore, Connecticut, Long Island and Miami. In addition, SDS has more than twice the presence it had in New York. One question that will arise is if the combination is good for the existing clients. "The only one that will be negatively affected by this strategic alliance will be a certain group of competitors that have fewer resources," says Need It Now President Eric Mautner. "But as for our stakeholders: clients, employees, and vendors, there is nothing but upside."

SDS now has offices in 12 cities and has agents around the world. For more information about SDS and Need It Now, call us at 718.784.5586 x 266. We would love to hear from you.



Barry Wolf (l) and Rodney Sparks (r) lead a talented team in the local Courier segment.

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

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### 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*

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 seems 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. "Now That's Hassle Free!"

To learn more, contact 212.989.1919 ext 149.

**Winters' Impact on Shipping and the Economy**

*Even the most seasoned transporters faced unique challenges this winter*

Old Man Winter came in like a fury and kept its grip on the US for the entire winter season. It appeared that the vast majority of the country was affected in one way or the other. It was hard to imagine that states like Florida and Georgia would experience ice and snow but these storms brought those areas to a standstill. We learned about record colds, snowfalls and the new buzz word of the season: "Polar Vortex."

This winter also had a huge impact on the shipping industry and the US economy at large. A recent article in USA Today highlighted that many manufacturers were hit hard financially because of the massive slowdown of shipping out their goods in a timely fashion to consumers.

Bob Costello chief economist of the American Trucking Association said "this winter has had a major ripple effect throughout the supply chain and the economy. Ports in New York and New Jersey have been especially hard hit. Not only did New Jersey ports close during each big storm but operations were slowed afterward as workers moved snow to make room for shipping containers."



*The highway pile up: An all too common sight this long and snowy winter.*

Many manufacturers in the Midwest, Southeast and Northeast shut plants for as long as a week because they did not receive raw materials on time, says Chad Moutray, chief economist of the National Association of Manufacturers. Late deliveries are a problem because producers maintain lean inventories to cut costs.

The delays have had a domino effect because trucks are also late making pickups in their destination cities, he says. In the past, truckers could clear the backlog after each storm. But this year, one winter blast has followed another, delaying deliveries of everything from apparel to electronics.

Some retailers have experienced spot merchandise shortages. Gary Weiner, CEO of Saxon Shoes, which owns Virginia stores in Richmond and Fredericksburg, says 15% to 20% of deliveries arrived two to three weeks late from the Midwest last month. "Maybe we lost 10 days of selling time" for those items, he says.

I think I can speak for all of us when I say, let's say goodbye to Old Man Winter and a Hello to Spring!

**Who is Need It Now**

*A Growth Organization with a focus on Service*

In 1987, Barry Wolf was a young and ambitious salesman who was working hard to grow the business of his employer. After landing a particularly substantial account, he was stunned to find that his company’s operations team was letting down his client on a consistent basis.

Eventually, his company lost the account and Barry decided it was time to venture out on his own. He and a partner soon opened up a courier business and ran it out of a small apartment in Manhattan.

Ultimately he regained the trust of the market as a new entity and Barry and his partner grew the business at a solid pace for nearly ten years, when they decided they needed someone to help get them to the next level.

In 1998, Barry met Eric Mautner, a CPA who began his career working for a “Big Six” accounting firm. After a few years in the private sector, Mr. Mautner was looking to build a special business that could be grown into something extraordinary.

Eric joined the firm and within a short time the business had more than doubled in size purely through organic growth. A few years later Wolf and Mautner began adding acquisitions as a means of growth. They made their first acquisition three years later, and over the next ten years, the two began consolidating the fragmented industry by making numerous strategic acquisitions and the firm doubled in size again. A growth story that few have accomplished.

Now, nearly 20 years after the firm began, they have joined forces with SDS Global Logistics and doubled in size once again. Today, the combined entity is one of the largest privately held transportation providers in the country, with offices in 12 cities, making deliveries around the world.

*If you would like to know more about Need It Now, check out their website at [www.needitnowcourier.com](http://www.needitnowcourier.com) or reach out directly to them at 718.784.5586 x104 or 107. Ask for Barry and Eric. They will answer your call.*



**Client Appreciation**

*Our recent experience with SDS Global was a textbook example of EXCELLENT customer service. SDS took the time to understand the sensitive nature of our cargo and our need for absolute safety and security during the shipment.*

*We consulted with SDS when a couple of winter storms threatened to impact the safety of the shipment and SDS made the right recommendation to postpone the delivery until better weather was forecast. When the weather finally cleared, our shipment was tracked from point to point and SDS sent out regular progress updates by email to keep us fully informed. Our experience with this shipment proved to us that Customer Service is more than a slogan at SDS. It is something that SDS delivers to its customers every day.*

**Lawrence Wischert**  
HealthFirst

**UPCOMING EVENTS**

**Greater New York PCC**

Next Meeting

Wednesday, April 16th

James A. Farley Building, 380  
West 33<sup>rd</sup> St., Room 4500

**Contact:**

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



**Small Business Expo**

June 12th

Pier 92 NYC

[thesmallbusinessexpo.com](http://thesmallbusinessexpo.com)



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