

BE IN YOUR OWN BUSINESS

As an Independent Sales Partner
or
As a Sales Corporation



Prepared by
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Preface



If you have ever desired to control your own financial destiny, and have sales ability, this could be your perfect opportunity to start your own business.

This opportunity requires no investment on your part, and your success, and income, would be insured by a long term contractual agreement.

AGS looks forward to helping you launch an exciting journey!

Overview

AGS has a proven record of developing and managing successful transportation alliances. In the past 15 years, over one billion dollars (\$1,000,000,000) in revenue was jointly developed by AGS business alliances, yielding a pre-split gross profit of over four hundred million dollars (\$400,000,000).

The AGS business opportunity is available to qualified individuals/firms at no cost, whatsoever. The program does not require any upfront expenditures, membership fee or any investment in facilities, sales people or vehicles.

AGS is one of the largest airfreight and surface forwarders in America and offers extensive logistics and distribution services. As a major customer of the scheduled airlines, air cargo and surface carriers, our buy rates and cost structure are among the lowest in the industry – allowing us to operate at margins over 40 per cent.

AGS has been under the same management and ownership since inception in 1958. We have an outstanding reputation for financial stability, operate without any debt and have an outstanding reputation for service, quality and innovation in the time-definite air and ground industry.



Sales Support

You will have access to the AGS project team that would assist you in preparing written proposals and Power Point presentations. The AGS team includes staff and field members from operations, sales, pricing, customer service, inventory control and operations.

Although the sales contractor is responsible for all sales related expenses, AGS would, on an account pre-approval basis, share in travel expenses for national program roll-out and ongoing maintenance.

AGS provides you and your sales personnel training in AGS product knowledge and sales materials.

Our sales partners have password approved access to our internal “intranet”, e-mail network and the AGS Extranet site set-up for their accounts.

And you will receive AGS sales literature and related sales aids.

You will have access to the AGS database library that will furnish you numerous reports on your selected prospects.

Service Network & Support

With 125 domestic stations and agencies, service to over 205 countries around the world, an alliance with AGS provides our partners with global coverage and expanded market reach to better serve their customers.

With an expanded menu of time-definite and logistics services that includes a single source for all your customers' domestic and international shipping needs.

AGS services are ideal for customers that require time-definite delivery and special arrangements at the point of pickup, delivery or both. We routinely perform two man, liftgate and packing/unpacking services with our ground network of over 3000 trucks.

With Export and Import services to over 205 countries coordinated from twelve strategically located AGS staffed gateways, our sales partners can offer their customers a full menu of air and ocean services with complete customs and documentation services.

AGS maintains a National Call Center (1-800-645-8300) that is staffed 24 hours a day. Expeditors from this center can be assigned to individual accounts that you bring in as customers.

Our sales partners can provide their customers with highly customized value producing logistics solutions that include five supply chain programs; namely merge delivery, recovery and return, distribution by-pass, procurement and part stock distribution.

Technology

AGS makes available to all sales partners a variety of rating and service solutions for use with prospects and customers, including:

- On-line “Quick Quote” rate calculator available at www.agsystems.com.
- Full electronic availability of service and points guides in text, spreadsheet and interactive CD-Rom versions.
- Fully customizable pricing CD-Roms for all domestic service offerings including all accessorials, based on either ACI or mileages for PU&D.

Automated shipping solutions are made available to our sales partners for the prospects/customers with as few as one shipment a day including:

- MyAGS web shipment entry and airbill generation, accessed from a customer’s web browser via either our www.agsystems.com or extranet.agsystems.com sites, based on the level of detail required by the account.
- PC based shipment manifesting systems known as C-ASPIN, allowing shipment entry, manifesting, label generation and real-time updates to the AGS ASPIN network via telephone dial-up. All shipments entered are immediately viewable at our National Call Center and the local pickup station.
- Host-to-Host data exchanges and integration of AGS rates and services into third party shipping solutions are routinely supported by the AGS IT group.

Technology continued

AGS makes expanded use of new media marketing programs which include the following three web sites:

www.agsystems.com

www.recoveryandreturn.com

www.800sameday.com

Our sales partners can access customer extranet web sites to track shipments, run activity reports and monitor accounts receivable status.

Our demo extranet or InfoNet site address is ‘myAGS.com” ID#: MYAGS, password: demo.

AGS sales partners can draw on the skill and experience of the AGS Information Technology Center staff of twenty to develop and apply customized web-based solutions for their customers.

Our Customer Service

AGS National Call Center: 1-800-645-8300

AGS operates a National Call Center at its corporate headquarters in New Hyde Park, New York. The Call Center is staffed with over 30 experienced and skilled expeditors – the Call Center’s primary function is the management of National Account programs with functional responsibility over service quality, performance and reliability. The Call Center is staffed 24 hours a day, seven days a week and 365 days a year. Customers can reach the Call Center by calling 1-800-645-8300.

The National Call Center and Local Call Center would have the responsibility for the following:

- Provide a menu of Same Day, Overnight, Two Day, Three Day and Four-Five Day Services and complete 3PL services.
- 24 hours dedicated customer service and major account monitoring around the clock.
- Receiving request for ‘on-demand’ pickups and dispatching vehicles.
- Arranging, monitoring and confirmation of flight forwarding with air carrier and ground partners.
- Confirmation of flight arrival and ground arrival and monitoring freight recovery.
- On request – provide service upgrade procedures to expedite movement and delivery to final destination.
- Manage service escalation issues by re-routing shipments and vehicles to expedite delivery to final destination.
- Monitor data entry in the AGS ASPIN System (Associated Shipment Processing Information Network) for accurate, timely and complete information.
- Web site tracking by AGS airbill number and by customer’s reference number.

Some Benefits of Being a Partner With AGS

Whether you work as an independent or as part of a sales corporation, you will have an unlimited territory, worldwide. Once AGS approves your prospects, you will receive credit for shipments anywhere in the world automatically.

After a specific agreed upon revenue is met, AGS offers a long term, binding contract that will protect your earnings for future years.

You will receive monthly reports, by account number, for all your accounts that shows the revenue and gross profit for the month, with complete breakdown of costs.

Payments are remitted monthly with a weekly advance, arranged after the first month.

The profit share you will receive is illustrated on the attached sheet entitled, "You Will Have Unlimited Earning Potential". You can earn up to 32% of the gross revenue on every account, based on the actual margin earned.

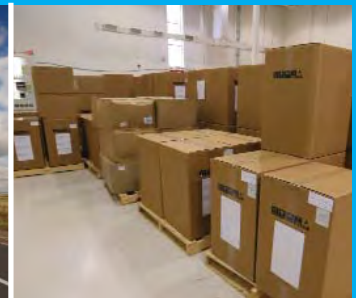
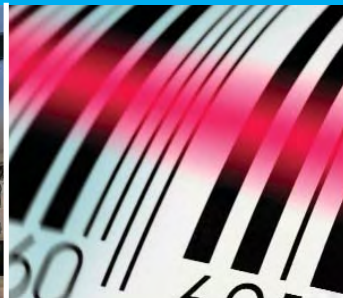
You Will Have Unlimited Earning Potential

Whether you want to represent AGS as an independent on a full time or part time basis or as a sales corporation, you will find our compensation package to be exceptional.

As an example, our Agreement specifies the percent of profit share paid, from a high of 35% to a low of 12%, based on gross profit percent earned. Since most AGS locations operate with profit margins between 35% and 40%, you could expect to fall in the 32% profit share range.

Here are examples of what your share of the profit would be at different revenue levels, assuming margins at 35%. Your share would be 32% of the total profit.

Annual Revenue	Profit	Your Earnings
\$300,000	\$105,000	\$33,600
\$500,000	\$175,000	\$56,000
\$750,000	\$262,500	\$84,000
\$1,000,000	\$350,000	\$112,000
\$2,000,000	\$700,000	\$224,000



Taking the Next Step...

If you would like to take the next step becoming independent and in your own business, please contact us at:

Toll Free: 1-800-997-2562

Email: sales@agsystems.com

We will arrange a telephone conversation with you and furnish you with some additional forms to complete.

Thanks for your inquiry!