Adcom Worldwide of Minnesota

> "AirNet gives us a window of opportunity to serve our customers after FedEx and UPS are done picking up packages."
>
> — Don Cameron, AirNet customer for 20 years

Long before he became the owner/President of Adcom Worldwide of Minnesota, Don Cameron had a vision. "Starting out in the air freight industry many years ago," Don recalls, "I saw an opportunity for a niche market for late night pick-up and early morning delivery. I came up with a concept we originally dubbed 'Midnight Express Service' in which we would offer to pick up a customer's package as late as midnight and deliver it by 9:00 the next morning." While his idea had great potential, Don still needed a way to get it off the ground.

So to give his vision wings, Don turned to AirNet Express.

In the Wee Hours, We Deliver

Without question, AirNet's flight schedule was just the ticket Don needed to ensure his service would take off. "With AirNet," Don states, "we can schedule pick-ups as late as midnight and provide next-day early morning deliveries hours before the schedules of UPS or FedEx allow. Thanks to AirNet's late departures and early arrivals, we're able to provide our customers with quicker, more economical delivery service. Fact is — without AirNet we wouldn't have the competitive advantage their flight schedule provides and as a consequence, we'd lose a very important part of our business."

Reliability That Works

It's one thing to offer an attractive flight schedule; it's another thing to offer an attractive flight schedule that works. Don and his staff at Adcom are well aware of this fine point and they appreciate the fact that they can count on AirNet to get the job done. "I like knowing that there are very few surprises with AirNet," Don stresses. "Their schedules are consistently on-time, their equipment is top-notch, their pilots and maintenance crews are great and I know their planes are going to be ready and available without having to ask. Sure, it sounds obvious enough, but you can't afford to overlook any of it when you're responsible for getting a package delivered on time — especially when delivering it a day late – or even a few hours late – is not an option."

Door-to-Door Delivery

Whether it's in the air or on the ground, AirNet is ready and able to get your packages delivered. In addition to air transportation, AirNet can also provide ground transportation when needed. Explains Don, "Sometimes it's difficult or impossible for us to arrange ground transportation once a plane has landed at its final destination. When this happens, we know we can turn to AirNet's door-to-door delivery service. AirNet will schedule a driver to pick up the freight for us and get it to our customer promptly and professionally."

Schedule Quick With a Click

Accuracy, speed, efficiency. These are critical features you need to ensure the smooth and successful pick-up and delivery of your customers' freight. And with AirNet's web-based shipping platform, *AirNet Connect*, these all-important features are right at your fingertips. With the click of a mouse, *AirNet Connect* lets you ship and track packages, get reports, view real-time schedule information, get quotes and much, much more.

As Don explains, "*AirNet Connect* is great technology that we use via the Internet. Our computers communicate directly with AirNet's computers in a secure environment. We simply go online and enter the shipment, select the appropriate flight, book it right there, print the label and forms and 'boom' it's done. It's quick, it's easy, it's accurate and it's a terrific time-saver for us."

Two Decades of Dependability

"Don't get me wrong," Don muses, "but I don't spend a whole lot of time thinking about AirNet on a day-to-day basis. The truth is — I don't have to. You see, I've been using AirNet for so long – 20 years now – and we've built up such a strong relationship and trust together that their reliability has become, in essence, routine. From day one they've been nothing but dependable, competent and consistent, and after all these years I've just grown to expect this high level of reliability from them."

For Don and his Adcom Worldwide customers, AirNet does more than deliver packages. AirNet delivers dependability and the peace of mind that goes with it.

About Adcom Worldwide of Minnesota

Adcom Worldwide of Minnesota offers flexible, dependable and affordable transportation services – 24 hours a day, 365 days a year. Acting as an extension of your business, Adcom Worldwide helps you strengthen your competitive edge and profitability by working smarter, moving faster, and responding to your customers' needs beyond expectation. Our driving philosophy is to meet our customers' needs and expectations without fail! For more, visit www.adcomworldwide.com or call 952-884-0070 or 800-969-7928.

About AirNet

AirNet Express provides expedited air transportation services to banks, medical customers and other time-critical small package shippers in more than 100 cities nationwide. The AirNet airline boasts more than 130 aircraft, including 41 Learjets, 10 Cessna Caravans, and 83 twin-engine piston planes. AirNet's fleet departs most cities several hours after other major package delivery companies. To find out more, visit AirNet's web site: www.airnet.com.

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