

STAR FACTS

FACTUAL REPORT ON
ATA CASES

ATA means your case or container is built to provide safe and reliable protection for your valuable equipment.

The ATA (Air Transport Association of America) is located in Washington, DC and works closely with all national and international commercial air carriers. The ATA sets criteria for rating the air worthiness of different types of cases and containers.

A most severe battery of tests must be passed to achieve this organizations' highest rating, ATA Specification 300, Category I. To pass these tests a container is submitted to an independent testing laboratory where it undergoes a battery of testing procedures spelled out in this Specification 300.

ATA means your case or container is built to provide safe and reliable protection for your valuable equipment.

After the test results are analyzed, the independent testing laboratory issues a test performance report. Non compliance with any of the testing procedures and methods is cause for immediate and complete rejection.

Remember, a case that truly qualifies as an ATA 300, Category I container will have full documentation and test results to back it up. Ask for it and don't settle for a simple claim professing to be ATA 300, Category I compliant by looks alone,

In other words, the Air Transport Association testing procedures of Category I simulates 100 airline trips.

If a container meets the parameters of Category 1, you can be confident that, under normal shipping conditions, your container will survive 100 airline shipments.

If a container meets only Category II criteria, it is estimated that it will last only 10 airline shipments, while Category III assures only 1 airline shipment.

Additional ATA discussion continued on page 3

ATA TESTS PERFORMED

"ATA" TESTS PERFORMED	RESULTS	✓
VIBRATION TEST (unsecured) Method 514.2, Proc. IX, Case Serial # 59615	STAR CASE PASSED- no apparent damage	✓
WATER SPRAY TEST, ASTM Proc. D951-51, Case Serial # 59628	STAR CASE PASSED- no apparent damage	✓
TRANSIT DROP TEST, Method 516.2, Proc. II, Case Serial # 59612	STAR CASE PASSED- no apparent damage	✓

ADDITIONAL TESTS PERFORMED

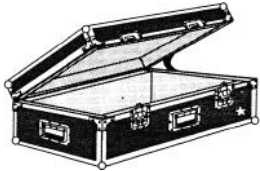
ADDITIONAL TESTS PERFORMED	RESULTS	✓
VIBRATION TEST (secured) Method 514.2, Proc. X, Case Serial # 59635	STAR CASE PASSED- no apparent damage	✓
SHOCK TEST, Method 516, Proc. II, Case Serial # 59600	STAR CASE PASSED- no apparent domoge	✓
HIGH TEMPERATURE TEST, Method 501.1, Proc. 1, Case Serial # 59622	STAR CASE PASSED- no apparent damage	✓
LOW TEMPERATURE TEST, Method 502.1, Proc. 1, Case Serial # 59625	STAR CASE PASSED- no apparent damage	✓
TEMPERATURE SHOCK TEST, Method 503.1, Proc. 1, Case Serial # 59609	STAR CASE PASSED- no apparent damage	✓
COMPRESSION TEST, Proc. 885 14-2, 20,000 psi, Case .Serial # 59641	STAR CASE PASSED- no apparent damage	✓

"Price" versus "Cost" ?

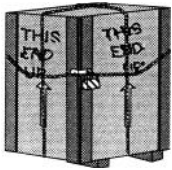
"Price" is the actual dollar amount paid for a case. "Cost" is the actual value received for the price paid. The cost of any case or container actually decreases the longer it lasts.

The table on the right illustrates two widely used packaging container types,

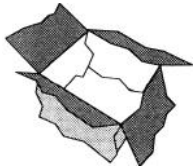
The ATA Case



The Wooden Crate



The Cardboard Box



Don't be fooled by "price". To calculate each category, divide the price by the recommended number of airline shipments. The result is the true cost per shipment. Your best value is the container with the lowest cost per shipment result.

Avoid severe, costly delays, repairs and unexpected equipment loss. Consider the advantages of purchasing proven and tested ATA cases for the best packaging protection money can buy.

"Price" versus "Cost"

CONTAINER TYPE	ESTIMATED AIR SHIPMENTS (per ATA)	"PRICE"		"COST"
		ESTIMATED PRICE EA.	ESTIMATED "COST" TO MAKE 100 SHIPMENTS	ACTUAL "COST" PER SHIPMENT
ATA SPEC. 300, CATEGORY I CASE* (tested & proven)	100 shipments	\$319.00*	\$ 319.00	\$ 3.19
CARDBOARD BOX**	1 shipment	\$ 70.00**	\$7,000.00	\$70.00

- * For purposes of price comparison, an Apple IICI ATA SPEC. 300, CATEGORY I CASE price is shown. Your figures may vary due to variances in container type prices.
- ** Cardboard Box "re-pack" as sold by original equipment manufacturer, for the Apple IICI complete with inner styrofoam cushions.

As illustrated the "price" of the ATA Spec. 300, Category I case is higher than the cardboard box shown, however, the overall "cost" per shipment amortized over the serviceable life of the case is the **lowest** available.

NOTE: The "cost" shown does not consider any ADDITIONAL COST of multiple purchase order processing, tracking, and lack of protection from shock, rain, heat and cold of Non-ATA Spec. 300, Category I containers or the "cost" of buying a "new" Apple IICI computer (costing in excess of \$4,000 depending on configuration) to replace the damaged merchandise.

ATA SPEC. 300, CATEGORY I CASE = NO DAMAGE TO CONTENTS EXPECTED
 CARDBOARD BOX = HIGH LIKLIHOOD OF DAMAGE TO CONTENTS EXPECTED

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"What is "ATA" - Continued from page 1

The most common ATA case is constructed of aluminum outer edging, rounded steel ball corners, recessed spring-loaded catches and recessed spring-loaded handles. The case is constructed with multiple walls covered with any one of a number of various mar-resistant laminates and joined together with riveted fasteners.

Ask for it (a certified report of ATA 300, Category 1 test results) and don't settle for a simple verbal claim professing to be ATA 300, Category 1 compliant by looks alone.

The ATA case undergoes a very labor intense manufacturing process. Due to the modular nature of its assembly and high degree of custom design the ATA case is extremely versatile in application. Typically, the intended contents of the ATA case exceed the value of the container many times over.

The next time you're shipping anything of value, think: "does the case or container being used meet the testing parameters prescribed by the Air Transport Association of America's Specification 300, Category 1?"

ATA* - RATINGS OF COMMON CONTAINER

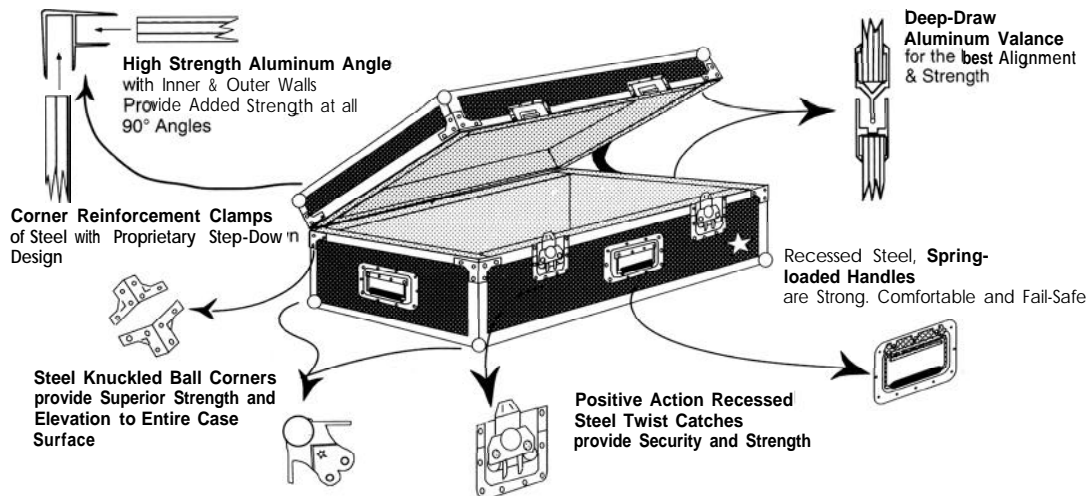
CASE TYPE **	300, CATEGORY		
	I	II	III
	100+ SHIPMENTS	10 SHIPMENTS	1 SHIPMENT
ULTRA STAR reusable ATA case	✓		
SUPER STAR reusable ATA case	✓		
ATA STAR - 3/8" reusable ATA case	✓		
ATA STAR - 1/4" reusable ATA case	✓		
CRATE limited reusability		✓	
CARDBOARD BOX disposable box			✓***

- * ATA - Air Transport Association of America - Washington, DC
- ** All case types compared used for shipping, not "carrying" fragile electronics or mechanical components.
- *** If in original internal foam packing.

A Few Satisfied STAR CASE users..

ABC	Dade-Behring	Lightware	Sony
Air Liquide	Dell Computer	Lloyds' of London	Soundcraft
American Airlines	Disney World	Lockheed	Speedotron
Ampex	Eiki	Lucent Technologies	Sun Microsystems
Apple Computer	Electro Voice	Lunar Corp.	Symex Corp.
Arion	Electrohome	Magnavox	3M
AT&T	Electrosonic	Martin-Marietta	Tascam
Audio Technica	Elmo	MCI/WorldComm	Technics
Balcar	Epson	McGraw-Hill Publishing	Teknica
Barco	First Nat'l. Bank	Microsoft Corp.	Tekskil
Bell & Howell	Ford Motor Company	Mitsubishi	Tektronix
Bell Helicopter	Fuji Photo Film	Motorola	Telex
Beseler	Gateway 2000 Corp.	NBC	Toshiba
Boeing	General Electric	NEC	TRW
Bose	General Motors	Nortel	Turner Broadcasting
Cal Comp	General Perametrics	Occidental Insurance	TWA
Canon	Georgia State Police	Okidata	United Artists
Cerner	Grass Valley Group	Olympus America	U.S. Air Force
Chicago Bears	Grid	Outboard Marine	U.S. Army
Chicago Bulls	GTE	Panasonic	U.S. Coast Guard
Chicago Symphony	Halliburton	U.S. Pioneer	U.S. Marine Corp
Chief Mfg.	Hewlett Packard	Praxair	U.S. Navy
Chrysler/Daimler	Hitachi	PVI Corp.	U.S. Sprint
Citrix	Hughes Aircraft	Roche Diagnostics	Vista Communications
Commonwealth Edison	IBM	Rockwell, Int'l.	Wal-Mart
Compaq Computer	Ikegami	Samsung	Western Digital
Continental Airlines	Infocus	San Diego Chargers	Westinghouse
Cosco	JVC	Sensormatic	Yamaha
Crown	Leica Medical	Sharp Electronics	Zenith Electronics

**We've Nothing
to Hide at STAR CASE!!**



★ STAR CASE™

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