



KDL helps the leader in air duct systems keep product moving



New Metrics



Increased visibility



A partner not a broker

Better data and business intelligence create strategic advantage in shipping

CHALLENGE

AQC’s production facilities depend on moving finished product out of the staging area quickly. They had been working with a 3PL for years but began to recognize they were not getting the kind of data or visibility of their LTL shipping to enable them to maximize performance.

SOLUTION

AQC decided to do a strategic revamp of their shipping program. They met KDL Logistics through a HARDI conference and asked KDL to do an assessment. KDL was able to demonstrate not only improved rate savings and a different approach to quoting freight across modes, but a more sophisticated understanding of the business. The KDL Connect system provided new metrics, greater visibility, and a whole new level of business intelligence. That began a partnership which has given AQC increased strategic capability in their shipping operation.

RESULTS

KDL will deliver on-line reports and regular reviews and can provide actionable data on spending and performance across all modes. The system is easy to use and enables AQC to make quick decisions based on a combination metrics they didn’t have before. The ability to adapt quickly to carrier performance and changing environmental factors keeps finished product moving and the AQC business operating at a high level.



KDL is not a broker, they are our partner. Working with KDL we save money but more importantly have a clear understanding of our spending and performance. They are easy to work with and solve problems, and we still haven’t utilized all they can do. KDL will continue to be an invaluable resource for us.”

— Kevin Kusterman
Supply Chain Manager

People Drive Logistics

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