



# Helping Ventamatic Grow Without Adding Shipping Staff

## KDL Experience and Service Sorts Out Billing Complexities



**Partnership**  
Through Change



**Data-Driven**  
Insights

### CHALLENGE

As a leading manufacturer of ventilation products with wide distribution, Ventamatic relies on effective carrier performance. They had been working with a 3PL who was doing a good job on carrier rate negotiations, but as Ventamatic grew, it was spending increasing staff and management time dealing with recurring billing challenges and complexities.

### SOLUTION

After meeting KDL at a HARDI conference, Ventamatic invited us to do a comparison test based on their past shipping data. KDL quickly demonstrated comprehensive understanding of challenges, provided an approach to streamlining the billing process, manage complex accessorial issues, and deliver excellent rate service. Through regular performance review meetings, dedicated customer service and attention to detail, the partnership has expanded and evolved as Ventamatic’s shipping needs have become even more demanding.

### RESULTS

Ventamatic’s business has continued to grow without adding staff in shipping. KDL has delivered better visibility and performance metrics across the supply chain as well as consistent shipping cost management, even as the carrier market has become significantly more challenging during the pandemic.



KDL is a reliable partner who has helped our business improve in a tough environment. The rate savings has been valuable, but even more important is the savings and labor cost despite our significant growth.”

— Terry Siegel  
President

People Drive Logistics