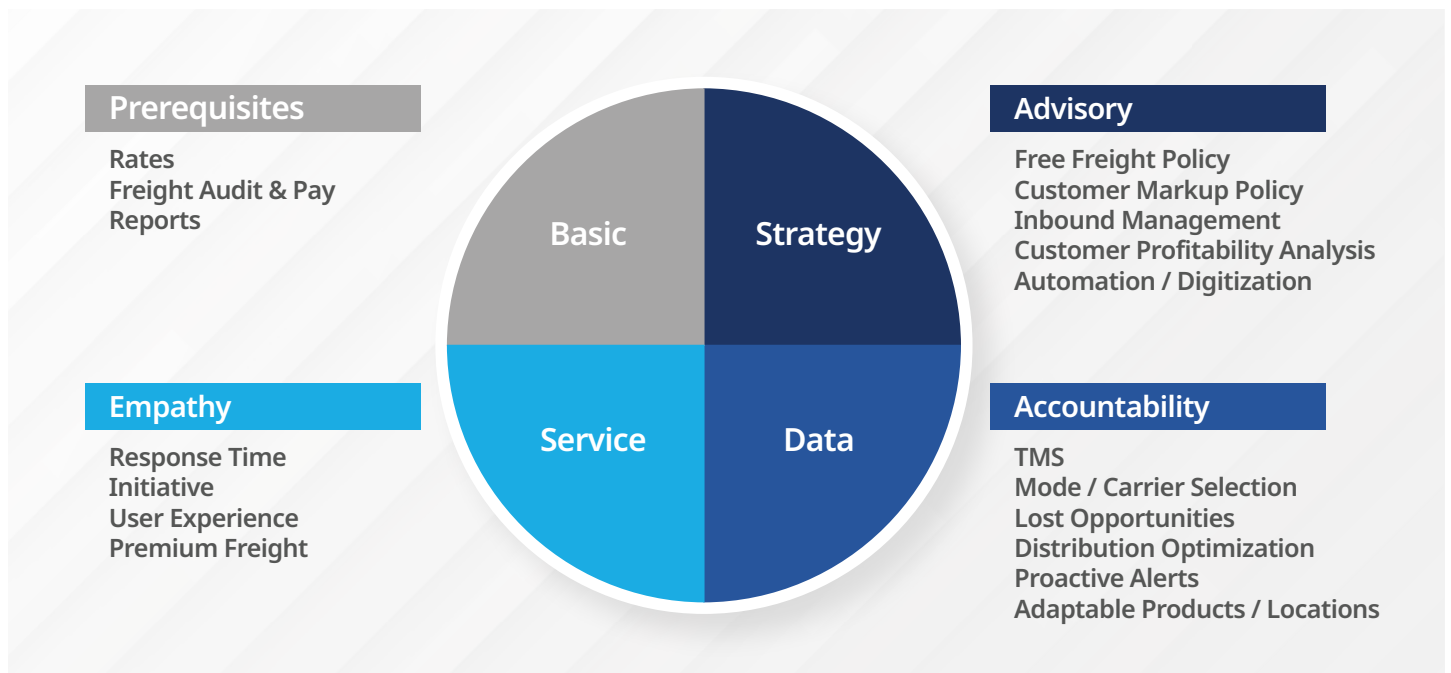




KDL LOGISTICS' COMPREHENSIVE AND CUSTOMIZED BUSINESS PARTNER APPROACH IS UNIQUE AMONG 3PLS

In today's market, every 3PL (third-party logistics) must deliver some degree of savings through rate negotiations, and will likely offer a TMS, audit and pay services, and a reporting tool. At KDL, these services are just the starting point. In fact, for most KDL clients, these prerequisite services account for no more than 25% of our contribution to their bottom line.

Our approach stands on three additional disciplines – **strategic consulting**, **data analysis**, and **user experience**. These custom disciplines work in concert with the basic 3PL services to drive improvement across your supply chain and maximize corporate profitability.



How will each of these components directly impact profitability and performance for your organization?



STRATEGY: Advisory

While macro-economic factors can't be controlled, you can stay ahead of competitors by minimizing adverse impacts. CFOs who understand these factors are more nimble and protect their operation more effectively. KDL works closely with our clients' C-suite to help establish, adjust, or completely rework their freight strategies and policies to ensure margins aren't eroded as the economy changes. We find ways to take greater control of their freight expenditure and determine how to streamline processes as we move forward together.



DATA: Accountability

We review, recommend, and guide our clients on how their operations can be improved based on the data we collect. When carrier selection is made, we capture and report factors driving more costly options. Shipping points and distribution networks are scrutinized to determine which locations could improve service, whether to use other facilities to fulfill orders, and where to locate new facilities. Alerts to capacity limitations proactively help avoid large variances in rates on carrier invoices, as well as ensure proper freight classifications. KDL puts our technology to work for our clients by using the data collected to optimize choices and actions.



SERVICE: Empathy

Client satisfaction is our core metric of success. Our team has a "when you're hurting, I'm hurting" philosophy in how we go about our business and customer engagements. We share our clients' commitments to deliver a premium service or product to their customers by ensuring that every support request is handled efficiently and with care. Our clients can produce the greatest products in the world, but if they arrive late, damaged, or to the wrong location, their reputation can be irreparably harmed. We understand lost customers have a greater impact on their business than savings on freight.

Driven by your interests, not outside investors'.

As a private and independent organization, KDL provides mid-market companies an advantage. We are unique because we put your interests, not those of outside investors or shareholders, first. KDL delivers market-leading technology, a comprehensive and proprietary process, and experienced professionals. We look for clients that are open to change and are ready to improve logistics functions. That mindset, together with our approach, is a proven winning combination.



People Drive Logistics

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