



## Customer Highlight

KDL has been selected by **Industrial Acoustics Company** to manage their Less Than Truckload (LTL) services. **Industrial Acoustics Company** has entered into a multi-year contract with **KDL**. Under the terms of the agreement, **KDL** will provide **Industrial Acoustics Company** with Logistics Management Solutions for domestic supply chain functions.

With global headquarters in Winchester, UK and U.S. headquarters in Bronx, NY, **Industrial Acoustics Company** has become the world's largest provider of noise and acoustic control products, structures and test facilities. Their product range includes everything from multi-engine test cells and hush houses to TV and radio studios. They also supply rooms to schools for music practice and to the police for interviewing crime suspects.

## KDL's Fourth Consecutive Year as Top 100 3PL

KDL has been recognized by Inbound Logistics as one of the 2007's Top 100 3PL providers for the seventh consecutive year. Each year, Inbound Logistics editors select the best logistics solutions providers by carefully evaluating submitted information, and comparing it to the burgeoning global supply and logistics challenges of their readers. This year KDL was selected from over 300 + companies.



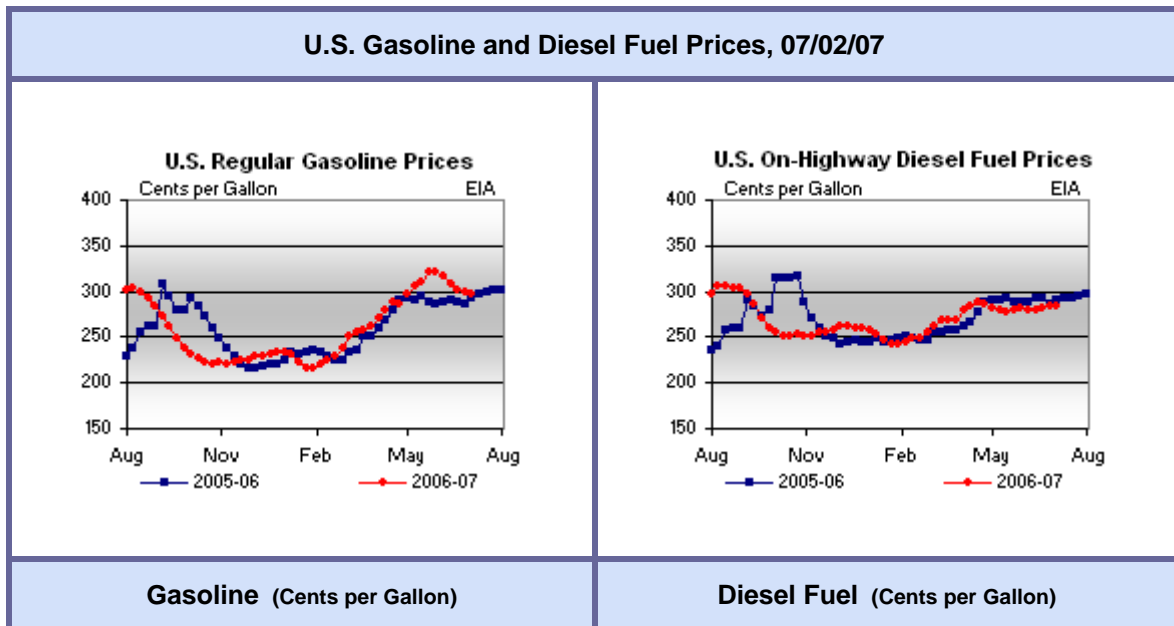
Felecia Stratton, Editor of Inbound Logistics states, "Whatever the company size—from Fortune 500 to SMBs—world-class logistics performance is crucial. Given the scope and scale of the challenge, it is impressive to see KDL providing the kinds of solutions that companies large and small, rely on to solve the tactical logistics issues of serving customers better, faster, and more efficiently. It is equally impressive that KDL is responsive and continues to anticipate evolving needs by offering the strategic solutions needed to drive business process improvement and change for their customers. For those reasons, Inbound Logistics editors are proud to recognize KDL as one of this year's Top 100 3PLs."

## KDL Expands Customer Base

The third quarter has been another booming quarter in 2007 for KDL. To add to the eleven accounts brought on last quarter, KDL has now brought on five more.

- Acorn Distributors—Indianapolis, IN
- Allegheny Plastics—Pittsburgh, PA
- Industrial Acoustics—Bronx, NY
- Premier Kitchen & Bath—Pittsburgh, PA
- Ram Enterprises—Portland, OR
- Diamond Wire Spring—Pittsburgh, PA

Look out fourth quarter, here comes KDL!





## Do You Have the Pulse of Your Business at Your Fingertips??

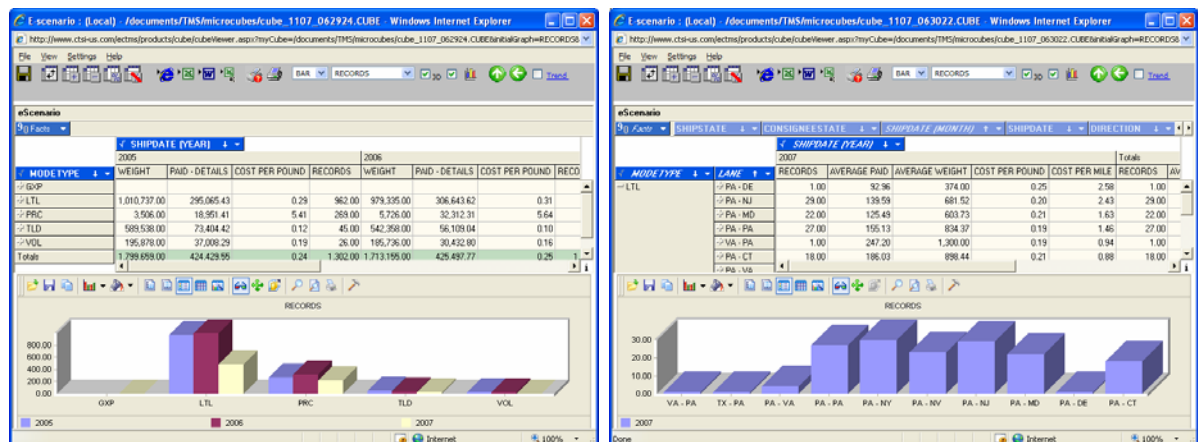
Business Intelligence software, otherwise known as BI, is becoming a major player in any and all corporate decision making. If you find yourself faced with questions regarding your transportation data, you may want to consider investing with **KDL's Business Intelligence Package**. With this BI package, access to an executive view of key performance indicators will help you better understand the health of your company's supply chain. Each graphical image is driven by a custom built data cube filled with answers to your most difficult questions. Getting to those answers only requires the click of the mouse button.



Illustrated here is an example of how your BI package could look.

Key performance indicators such as total expenditure year over year, expenditure by mode, outbound shipment counts, supply chain visibility, and accessorial summaries are only a few of the items that can be displayed. Whatever metrics drive your company can be built to give you a simple overview with KDL's BI Package.

It doesn't stop there ... as stated, each of the individual charts displayed on our BI Executive View are driven by a dynamic data cube. By clicking on the image, information such as the shipping activity by mode can then be sliced and diced to answer the questions "Which lane do I ship the most in? What is my cost per pound, per shipment, per mile for that lane? How do I compare to last month or last year?"



With KDL's BI package, customized data cubes allow you the ability to feel the beat of your company's transportation network. Give us a call at 412-429-2179 or email "eelter@kdlog.com" to discuss how KDL's Business Intelligence Package can go to work for your business!

## New Employees

KDL has hired two new employees, Nicholas Ramsey and Robert Friday. Nicholas has joined the KDL team working as an Information Systems Logistics Coordinator. Nicholas attended the University of Pittsburgh where he earned a Bachelor of Science in Computer Science and Mathematics as well as a Masters degree in secondary Mathematics Education. Nicholas will be working with the KDL IT Department and the Logistics group helping to support the needs of both internal and external customers.

Robert Friday has joined the KDL team working in their Accounting department. Robert brings to KDL over 15 years of accounting experience. Robert will be working in the accounting department handling accounts receivable and accounts payable. Again, we are pleased that Nicholas and Robert have joined our winning team at KDL.