

KDL Case Studies of HARDI Members

For over 15 years KDL has been partnering with HARDI wholesalers, distributors, suppliers and manufacturers to help them deliver their products faster, safer and less costly. KDL's buying power, cutting edge technology, excellent customer support and ability to be nimble allows its clients to be leaders in their respective spaces. Whether KDL is providing full on freight management support through its Freight Management services, transactional less-than-truckload and truckload service through Quick Freight Rates, streamlined support through its market leading TMS called KDL Connect, or small parcel audit & recoveries and negotiations - KDL provides many different services to make impactful and sustaining ways to help clients focus on their core offering. Below are real examples of how KDL has impacted fellow HARDI members over the last 12 months through KDL's five offerings; *KDL Freight Management*, *Quick Freight Rates*, *KDL Connect*, *KDL Parcel Audit & Recoveries* and *KDL Parcel Rate Consulting*.

Freight Management

Pre-KDL	KDL Impact
<p>A HARDI supplier with three shipping facilities and annual freight spend of \$3,759,000 was looking to reduce costs inside and outside their four walls. They actually felt they did a decent job negotiating freight rates but wanted to see how KDL's buying power might benefit them. They also felt the fact they were using multiple freight carrier websites to track shipments, get quotes and print bill of ladings. In addition, the way they processed, audited and GL coded freight invoices was incredibly manual and inefficient.</p>	<p>KDL's buying power put <u>\$628,000 in cost savings back into their pockets</u>. KDL's transportation management system brought the tracking, quoting and documentation side of shipping into one easy-to-use platform. KDL's freight bill and audit streamlined invoicing into one weekly invoice that was delivered with every transaction pre-sorted by GL code.</p>



Pre-KDL	KDL Impact
<p>A HARDI wholesaler with 16 shipping locations and an annual freight spend of \$120,000 noticed that each location shipped with a different method. They preferred their locations to focus on their core business and let Quick Freight Rates handle their transportation.</p>	<p>QFR's Buying Power <u>put \$38,000 of cost savings back into their pockets</u>. QFR handled everything from scheduling trucks to filling out the bill of ladings. QFR allowed the locations to focus on their core offering and gave management the peace of mind that the trucking side of things was handled the right way.</p>

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<u>Pre-KDL</u>	<u>KDL Impact</u>
A HARDI supplier with two locations and an annual freight spend of \$1,400,000 with strong carrier relationships wanted a better way of managing their freight process, but didn't want to switch carriers. They felt the process of jumping to different carrier websites for quotes, tracking info, bill of ladings and proof of deliveries was highly inefficient.	KDL Connect allowed them to manage all five carrier partners they worked with into one platform. All carrier quotes, tracking, scheduling, bill of ladings and documentation resided in one easy-to-manage portal.

Parcel Audit & Recoveries

<u>Pre-KDL</u>	<u>KDL Impact</u>
A HARDI master wholesaler with a spend of \$2,700,000 in small parcel felt like they did not have the expertise to properly review their invoices. They had no insight whether the freight carriers were delivering their products on time or if they were getting over-billed for any reason. Their accounting department was simply paying the invoice without any kind of formal review or audit.	KDL's Audit & Recovery service found <u>\$5,000 in monthly service refunds</u> . KDL's Audit & Recovery service uncovered many audit mistakes including a lot of "manifested but not shipped" and "address correction" which resulted in over \$4,000 in monthly audit findings.

Parcel Rate Consulting

<u>Pre-KDL</u>	<u>KDL Impact</u>
A HARDI supplier with \$1,800,000 in small parcel with strong procurement practices was looking for ways to reduce transportation costs. They decided to try KDL's contingent based consulting services to see if they could capture additional savings.	KDL's Parcel Rate Consulting services reduced their parcel costs by 18%, finding \$324,000 in savings beyond what they could negotiate on their own. KDL's Parcel Rate Consulting services kept subsequent rate increases at bay or greatly reduced as well.