

New LTL Service Now Available!

Knichel Logistics is pleased to announce an exciting new program designed to handle all of your dry van LTL needs! We have joined forces with most of the major LTL carriers across the U.S. and Canada to bring our customers a seamless, cost-effective, and reliable LTL program—yet another valuable resource to add to our “one call does it all” Intermodal and Over The Road services.



With this new service, you will receive the following: (1) Competitive rates, transit times, and truck availability within minutes of your request. (2) The peace of mind knowing that your freight is being handled by major, well-known carriers who specialize in dry van LTL movement. (3) The ease of dealing with one source versus multiple carriers. *Just leave the details to us!*

To utilize this new service or to simply receive more information, please contact either Terry Rosky at 724-939-1047 (trosky@knichellogistics.com) or Ken Forsyth at 724-939-1088 (kforsyth@knichellogistics.com).



Gas Prices Continue to Soar



There appears to be no relief in sight when it comes to the pressure at the pump. According to the Department of Energy, gasoline prices have risen consistently for eight straight weeks, beginning on January 29th. As of March 26th, the national average for gasoline prices has topped out at \$2.610 a gallon. This was a 3.3 cent increase from the previous week and is up 11.2 cents from the price this time last year. Since we're moving closer to summer, we can all look forward to even higher gasoline prices as the traveling season begins.

On a lighter note, the price of diesel fuel has finally declined for two weeks straight after six weeks of continuous increase. As of March 26th, the national average for diesel is \$2.676 a gallon, a drop of 0.5 cent from the preceding week. Compared to this time last year, diesel is currently 11.1 cents higher.

The Department of Energy also states that worldwide demand for diesel is so high that it is outpacing that of gasoline, which is leading to the high prices. If you would like to find out the current weekly national fuel prices, check out the Department of Energy's website at <http://tonto.eia.doe.gov/oog/info/gdu/gasdiesel.asp>.

Employee of the Month

Congratulations to the following Knichel Logistics employees for their hard work and stand-out performances during the first quarter of 2007. Keep up the good work guys!



December—Jon Krystek
(Manager of Rates & Pricing)



January—Sue Behr
(Senior Customer Service)



February—Nicole Papinchak
(Assistant Finance Manager)

Special Recognition

Everyone at Knichel Logistics works very hard at what they do, but one person in particular has shown exemplary dedication at a critical time.

Nicole Papinchak has been carrying out the functions of two full-time positions for the past few months, and we would like to recognize her for her hard work. Nicole is currently Assistant Finance Manager, but also manages to help out as an Intermodal dispatcher. Her commitment to her work is the reason she has been named Knichel Logistics' Employee of the Month for February. Congratulations and many thanks Nicole!

Knichel Kash Update

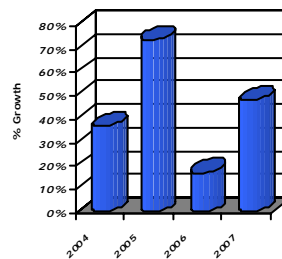


Want to save big on your next Over The Road move? As mentioned in the previous newsletter, Knichel Kash is on it's

way! Those eligible for this special offer will be receiving a promotional flyer in the very near future that explains the rules, requirements, and rewards of Knichel Kash—an offer that you won't want to miss out on! So keep an eye out to learn how you can save money on your next Over The Road load with Knichel Logistics. If you want to find out now, feel free to contact our OTR Manager, Terry Rosky, at 724-939-1047 or via email at trosky@knichellogistics.com. Save \$\$ with Knichel Logistics!

Knichel Logistics Yearly Growth

Knichel Logistics continues to prosper through the support of our valued customers. We're projecting a successful 2007, and we want to thank you for relying on us to fulfill all of your transportation needs!



**Values calculated from previous & current year's revenue.

New Arrival!



As a lot of you may already know, one of our favorite Intermodal dispatchers has been expecting for quite some time now. Sue Behr delivered a healthy baby girl on Sunday, March 25th. Her name is Darrien Ann Behr, and she is 7lbs 9oz, 19 1/4 inches long. We wish Sue the best of luck with her newborn bundle of joy and everyone at Knichel Logistics will miss her very much while she is on leave!

Discover Web Trace Today!

Since our primary goal at Knichel Logistics is to offer superior customer service to our customers, we want to make it easier for you to do business with us. With that in mind, we are happy to announce that we have web-tracing capability, which allows our customers to view all shipment tracing information via the internet. Some of you may already be familiar with this service, as it has been accessible for quite some time now, however if you haven't explored it yet, now's your chance!

As long as we have a customer's information in our database, we have the ability to offer this option. All that is necessary for a customer to utilize this tool is to request a username and password. Once you have received your username (login) and password you will be able to access this function via our website at www.knichellogistics.com. Once on our web site, click the Services tab, then click on Web Trace in the upper left hand part of the screen. A login window will open and you can begin to track your shipments.

With Web Trace, you will never be in the dark when it comes to knowing where your product is! Give us a call today to find out more about this helpful tool or just visit our website for easy to follow instructions.

OTR Update: To ensure the quickest responses to rates and dispatches, please send your OTR rate requests to truck_rates@knichellogistics.com and your OTR dispatches to truck_dispatches@knichellogistics.com. By doing so, your requests will reach the entire OTR division, rather than just one person, which will allow us to provide an even more timely and efficient service to you!



Spotlight on new Knichel Logistics staff



Knichel Logistics is pleased to announce the newest additions to their support group and sales department in the Pittsburgh Corporate Headquarters and in Columbus, OH.

Ms. Holly Deleonardis has joined the Intermodal team in a customer service capacity, handling rail billing and dispatching. Holly's background includes an extensive knowledge of Over the Road movement and air freight. She has already proven to be a valuable asset to our dedicated customer service group by taking the helm with resolving customer inquiries expeditiously.

Mr. Ken Forsyth has joined the Over the Road department as a load coordinator and main point of contact for our new LTL service. Prior to joining Knichel Logistics, Ken worked for 7 years as a logistics coordinator where he promoted his own customer base. He was also an OTR driver for approximately 20 years and worked as a coordinator for a company that had 350 power units. Ken has brought a substantial knowledge of the trucking industry to our ever-expanding Over The Road department.

Ms. Shannon Winters has joined the Intermodal team in a dispatch capacity as well, with a specialty in international container movement. Shannon was an independent agent for 6 and a half years, moving import and export loads from the rails and ports. She also took an interest in flatbed and truck load services throughout the U.S. In addition to her experience, Shannon has also brought over several of her own customers to Knichel Logistics.

Mr. Ron Benjamin became a part of our expanding sales force most recently and is based out of Columbus OH as our Senior Vice President of National Accounts. Ron has over 35 years of experience in corporate sales and operations, marketing LTL, truckload, intermodal, and international sales. He has managed sales reps, developed marketing strategies for all modes of transportation to serve Fortune 100 companies and has served as President of a Dedicated Truckload Carrier.

Please join us in welcoming these dedicated professionals to our team!