

**Knichel Logistics receives accolades**

Knichel Logistics has been named by the Pittsburgh Business Times as the second fastest growing manufacturing/transportation company in Western Pennsylvania. The Pittsburgh Business Times annual Pittsburgh 100 rankings honor the fastest growing, privately held companies in the region. The award measures a company's revenue growth over the previous three years.



Knichel Logistics ranked second in the manufacturing/transportation category and 9th overall among Pittsburgh area companies.

We would like to thank all of our customers for their support—if it wasn't for you, this wouldn't be possible!

**New Intermodal Reefer Service Available!**

Our Intermodal services are expanding! Knichel Logistics is pleased to announce a new coast-to-coast refrigerated Intermodal program that spans 12 states. All of the equipment used, which is less than 3 years old, are 53' refrigerated air ride trailers specifically designed for Intermodal movement. These trailers are all Qualcomm equipped so they have real-time satellite tracking and tracing capabilities. The internal temperature is also monitored remotely and can be changed remotely if necessary.

With this service, we provide 2 hours free for loading and unloading and load locks are provided to help ensure the integrity of the load. Transit time is 5 days to Chicago and 8 days coast to coast at this point in time.

If you have any questions about this service, please feel free to contact an Intermodal customer service representative at 888-386-7450.

**Help Us Help You!**

While all of our clients are incredibly important to us, extra special attention is given to clients who ship with us throughout the year. Knichel Logistics helps those who ship with us year-round by ensuring that all loads are guaranteed to have equipment during busy season. Just a reminder that when you support us, we'll support you when equipment gets tight!

**Employee of the Month**

Congratulations to the following Knichel Logistics employees for their hard work and stand-out performances during the last quarter of 2006. Keep up the good work guys!



September—Chester Ruetschi  
(OTR Dispatch)



October—Terry Rosky  
(Director of OTR)



November—Teresa Dushack  
(Intermodal Support)

**Coming Soon!**

In an effort to reward our dedicated customers, we will be introducing a program in 2007 called "Knichel Kash" which will give you the opportunity to earn savings on future Knichel Logistics business!

Be sure to look for more details on "Knichel Kash" in the next newsletter!!

**Commissioned Agency Division**

Knichel Logistics is looking to grow again as we continue to establish our agency division! Commissioned agents are needed. Customer base and carrier following are a must, we in turn will provide financial services and sales support.

For more information, please see our web site at [www.knichellogistics.com](http://www.knichellogistics.com) and then contact Terry Rosky at 724-939-1047 or via email at [trosky@knichellogistics.com](mailto:trosky@knichellogistics.com).

**Experienced Salespeople Wanted**

At Knichel Logistics, we're proud of our experienced sales group and we are ready to grow that team. We are looking for entrepreneurial and highly motivated marketing professionals with a customer following in truckload and/or Intermodal sales who are looking for the opportunity to be highly rewarded for their production.

We are wide open to all opportunities anywhere within the US. Successful industry experience is a requirement. If you think this is you, please contact Robert Willment at 724-939-1036.

**And the results are in...**

Knichel Logistics would like to thank everyone who participated in the customer satisfaction survey. The results were extremely beneficial in giving us ways to help improve our service to you. We have taken those results and have implemented some new procedures that we believe will enhance your experiences while working with Knichel Logistics.

We are currently in the process of setting up customer service representative teams that will be assigned to specific accounts according to sales reps. These teams will focus on individual accounts, thus eliminating any confusion over correspondence with customers. This will ensure that you will be speaking with the same reps on a daily basis.

Another procedure that has already been implemented is the quoting of both Intermodal and Over The Road rates at the same time. A lot of customers have expressed the need to have both options quoted simultaneously, so you will be asked when you inquire about a rate if you would like both modes to be quoted.

An additional concern to some of our customers is the difficulty in meeting our established weight requirements. We are exploring trailer options for excess weight and have discussed this issue with our multiple draymen in an effort to meet the needs of our clients for these special circumstances. If you do have a load that exceeds our weight requirements, we will do the best that we can to work with you so please do not hesitate to inquire!

Be sure to look out for Knichel Kash, which is coming in the very near future! It is definitely worth the wait, especially because significant savings are involved. As always, we are constantly striving to improve our services and your feedback is crucial in regards to that process. The survey is still open and is accessible on our website, [www.knichellogistics.com](http://www.knichellogistics.com), so please be sure to check it out. It only takes a few minutes to tell us what you think!

**Big Plans for 2007!**

Following a stellar 2006, Knichel Logistics is taking a proactive approach at optimizing the potential at making 2007 even greater.

First off, we will be making some adjustments to our computer system that will help to better serve our customers' needs and make their jobs easier. Secondly, we plan to expand our sales force by adding new reps and highway agents. This will enable us to have more opportunities to assist with customer service and will give us more buying power for our customers as well. Another feature we plan on carrying out in '07 is giving our customers and carriers the ability to get all of the necessary paperwork off of our website rather than having to call us to fax over the information. And, as always, we will continue to find ways to give our customers cheaper rates throughout the new year.

This is just a small sample of all of the good things that lie ahead for Knichel Logistics in 2007...stick around because the best is yet to come!

**Spotlight on new Knichel Logistics staff**

Knichel Logistics announces the newest additions to their support group in the Pittsburgh Corporate Headquarters.

Ms. Teresa Dushack has joined the Intermodal team in a dispatch capacity by focusing on handling our Spanish speaking clients. Ms. Christine Robertson has joined the Intermodal team in a dispatch capacity with an eye on all departures and delivery statuses. Ms. Cheryl Pastucha has joined the Intermodal team in a dispatch capacity as well, taking the helm in scheduling all delivery appointments. Mr. Dan McKinney has joined the Administrative group as the lead customer service rep. Mr. Jim Kihm has joined us in the Financials department as Controller. Ms. Ashley Bienia has joined us as the Administrative Assistant to Sales. Mr. Terry Rosky has joined us as the Director of the Over The Road department.

That brings the HQ's office to a support staff of twenty-two professionals. Welcome aboard! We'd also like to note that Kristy Knichel has been named President of Knichel Logistics. Kristy has worked in the transportation industry for 11 years. She has worked in Intermodal operations and was the Executive VP and COO prior to becoming President. Congratulations Kristy!