

Over The Road is the Way to Go!

Our Over The Road department has been growing by leaps and bounds and we now offer a wide array of special services that can handle any and all of your transportation needs! In addition to servicing all areas of the United States, we also consistently move freight *into* and *out* of both Mexico and Canada.

Did you know that Knichel Logistics provides the following OTR services?



Flatbed—Perfect for bulky, cumbersome freight like heavy machinery. With our 48' and 53' flatbeds, we can accommodate just about any kind of product.

Temperature Controlled—Not just refrigerated trailers! With our 48' and 53' temperature controlled container option, we can haul both frozen and refrigerated loads in addition to heated freight. Our reefers are most commonly used for perishable food products while our heated units keep freight regulated when external conditions reach extreme cold.

Heavy haul—In addition to our other services, we can handle the difficult, oversized shipments that a lot of carriers turn away. For over-dimensional or over weight freight, remember Knichel Logistics!

Dry Van—Our 48' and 53' trailers can accommodate non-temperature sensitive products such as dry goods. These trailers are most frequently used due to the many varieties of product they can carry.

Hi-cube Vans—All trailers are 13' 6" high for more freight capacity. Trailers with swing doors have 110" door openings and are 102" wide for easy accessibility when loading and unloading.

Drop Deck Trailers—Typically utilized for over-height, heavy equipment, these trailers are specifically designed to handle freight that needs to be delivered lower than dock level.

We also handle full truckload, LTL, warehousing & distribution (in certain areas).

Now that you know what Knichel Logistics is capable of, you should give our Over the Road division a try. Our goal is to save you money and time, and to streamline the transportation aspect of your business. By leaving the details to us, you can expect exceptional service from a dedicated staff of professionals. If you have any questions regarding our OTR services, please do not hesitate to contact Terry Rosky, Director of OTR, via email at trosky@knichellogistics.com or via phone at 724-939-1047.

OTR Update: Due to an over-abundance of equipment, we are looking for any freight coming out of **Washington** state. If you have any shipments moving out of this area in particular, call Knichel first for a great rate!

Employee of the Month

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



March—Holly Deleonardis
(Intermodal Support)



April—Ashley Bienia
(Sales Assistant/Marketing Director)



May—Jonathon Krystek
(Manager of Rates & Pricing)

NEW SERVICE AVAILABLE

Knichel Logistics is now offering intermodal service from the West Coast to Puerto Rico. The biggest advantage to this new service is that the load will remain in the same 53' container from origin to destination, thus ensuring a safer journey. Transit time from L.A. to San Juan is as little as 12 days. For more info, please contact Robert Willment at 724-449-3000 ext 236 or rwillment@knichellogistics.com.

\$\$ Save BIG with Knichel Kash \$\$

Knichel Kash is finally here and now's the time to save money on your next new Over the Road load with us. Knichel Kash perks are available to anyone currently using Knichel Logistics for their Intermodal and Over the Road business as well as to new customers. As long as you have new Over the Road business for us to quote on, you are eligible for the benefits!

The Benefits: You will receive a **10% discount off of 1 new OTR load**. The discount will be applied to the rate quoted before fuel. This discount can apply to ANY new OTR load, whether it be LTL, flatbed, reefer, etc.

The Details: By **new** OTR loads, we mean any business from you that is new to us. This could be new OTR lanes, new OTR customers, and new OTR equipment moves. For example, if you have only used our Intermodal department and made an OTR move with us, you would receive the discount. Also, if you have only moved dry van OTR loads with us and decided to move a flatbed load, you would also qualify for the discount.

The Rules: In order to get the most out of this program, we urge you to be proactive. Those interested in Knichel Kash must contact Ashley Bienia, either via email at abienia@knichellogistics.com or by phone at 724-939-1048. Once a new OTR shipment is made, you will receive a discount number that will be applied to the corresponding invoice for that move. This is a **90 day offer**, so this program will only apply to new OTR loads moved between **July 15th, 2007 and October 15th, 2007**. Please take advantage of what Knichel Logistics has to offer and experience the advantages of our Over the Road department!

BLOCKING & BRACING: WHAT YOU NEED TO KNOW...

In order to clear up some of the questions regarding cargo protection, we wanted to list some of the key ingredients to having a successful transportation experience—namely blocking and bracing and being prepared should damage occur.

General Rules for Damage Prevention:

1. **Equipment**—Make sure that your containers are in good shape. It is the shipper's responsibility to inspect the trailer to see if it's suitable for use; otherwise it should be rejected. If it is not rejected, the shipper needs to properly prepare the container before loading, i.e. covering holes, etc.
2. **Load Planning**—Plan your load so that void space is minimal. Make sure that the weight is evenly distributed throughout the trailer to prevent shifting.
3. **DO NOT OVERLOAD**—Do not exceed the standard weight limits!
4. **Securing**—Fill voids, secure lading to prevent movement, and apply blocking and bracing to maintain weight distribution during transit. Be sure to use sturdy lumber and strong strapping for load securement to prevent lading from shifting, damaging the container itself, or from falling out when the doors are opened.

If damage occurs even after the appropriate measures had been taken to block and brace, the following steps are necessary to ensure that a claim can be filed:

Procedures for Filing a Claim:

1. Notify us as soon as you notice signs of damage or shortage.
2. Take pictures of the damaged product and/or damaged container with the container number.
3. Mitigate the shipment to determine the amount of damaged/short product.
4. Complete our claim form on our website and email or fax to us.
(http://www.knichellogistics.com/images/claims_form.pdf)

Keep in mind that the minimum amount to file a claim is \$250 in damages. After we are notified of the damages, we then require the following paperwork to send in with the claim:

Bill of Lading, POD, J-1's, manufacturers invoice, pictures, freight invoice, and any additional backup paperwork that there may be.

To investigate further, please visit <http://www.upr.com/customers/dam-prev/im/index.shtml>.
*Keep in mind that each railroad has its own standards regarding cargo protection.

Questions or comments? Email Ashley at abienia@knichellogistics.com or call 724-939-1048.