

BIG LOGISTICS

(with a personal touch)



kane
LOGISTICS

ABOUT KANE LOGISTICS

Kane Logistics (KANE) is a third party logistics company that helps consumer product companies get goods to market, nationwide. Whether products wind up on a retail shelf or a customer's doorstep, we help you keep your delivery promises.

HISTORY

KANE was founded in 1930 when Edward Kane traded his car for a used truck to provide local hauling service in Northeastern Pennsylvania. Today, we apply that same bootstrapping mentality to managing your large-scale supply chain operations.

CUSTOMERS

We help both mid-sized and larger consumer goods manufacturers and their retail partners efficiently and effectively distribute goods throughout the U.S. We deliver big logistics with a personal touch.

SERVICES

You make and market products people love. We take care of all the logistical details — warehousing, fulfillment, final packaging, and transportation services — for smarter, more efficient distribution.

Our YOUgistics™ Philosophy

As the biggest logistics providers get bigger (and slower and less flexible) it's easy for mid-market brands to get lost in the shuffle. What you need is a big logistics company that *acts small*. KANE's **YOUgistics** philosophy delivers:

- **Closer relationships.** Our associates become a seamless extension of your team.
- **Hyper-flexible operations.** Nationwide dedicated and shared-space DCs allow space and labor to flex with your volumes.
- **Happier customers.** If you're not delighted with our service, nothing else matters.

SOLUTIONS

KANE delivers an integrated, single-source logistics solution for product distribution — from factory to consumer. Our advanced systems platform allows seamless sharing of data with you and all partners in a connected supply chain.



OMNICHANNEL FULFILLMENT

Integrated solution for retail and e-commerce distribution. Leading brands trust KANE with their high-volume, pick-pack operations. Manage retail and B2C orders from same DC.



NATIONWIDE DISTRIBUTION

Nationwide shared warehouse network helps you avoid capital investments and manage volume fluctuations with a variable-cost distribution solution.



TRANSPORTATION SOLUTIONS

Highly flexible freight solutions include dedicated fleet, regional OTR, freight brokerage services and managed transportation services.



CONTRACT PACKAGING

Customization of product and packaging to the precise needs of your customer, providing a full menu of services from design to completion.

OMNICHANNEL DISTRIBUTION

HOW WE SEE IT

We don't believe it's right or efficient to segregate B2B and B2C inventories. By replenishing pallet, case pick and each pick areas from a single inventory pool, you keep your fulfillment costs and your inventory as low as possible.

WHAT WE DO

At KANE, we are equally adept at serving your largest retail customers and your smallest online buyer. For e-commerce fulfillment projects:

- industrial engineers design the most efficient pick process, including the use of automated picking systems;
- orders are picked and packed with the help of our Manhattan WMS system;
- KANE's transportation team leverages KANE's buying power to obtain the lowest parcel rates;
- 24/7 visibility of inventory, orders and delivery status – to you and your customers.

[LEARN MORE](#)



BENEFITS FOR YOU

- Avoid capital investments
- Reduce inventory
- Grow your online sales
- Drive operational excellence
 - 99.98% shipped on time
 - 99.45% perfect orders

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“With KANE, we were looking for a leader in distribution management with an empowered culture that values hard work, disciplined processes and accountability.”

VP of Supply Chain, Nutrabolt

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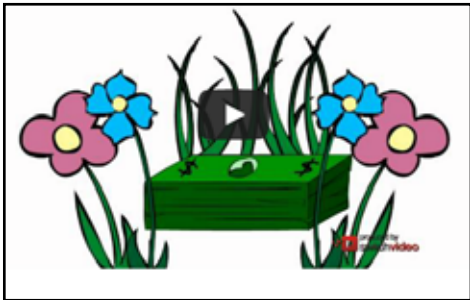
NATIONWIDE DISTRIBUTION

HOW WE SEE IT

When a U.S. company imports goods from overseas, no one says “OK, now we need to build a container ship to transport the goods and a port to receive it.” That infrastructure already exists. In product distribution, we need to stop “building container ships” and start utilizing a distribution infrastructure we can all share, especially since products are being shipped to the exact same retail DCs.

WHAT WE DO

KANE manages a nationwide network of multi-client warehouses. KANE customers “plug in” to this infrastructure to place their inventory close to customers and reduce freight costs. KANE’s distribution solution integrates warehousing and delivery into one seamless offering. [LEARN MORE](#)



VIDEO

Check out this 2-minute video on the benefits of collaborative distribution, where retail suppliers share warehouse space and consolidate shipments to reduce distribution costs as much as 35%.



BENEFITS FOR YOU

- Put product closer to your customers to improve service and satisfaction.
- Turn logistics costs into a variable expense by paying only for the space and services you need.
- Leverage KANE DCs, trucks and tier one systems to reduce your capital expenses.

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"Being able to ship such a high number of cases day in and day out is the mark of your stupendous commitment and accountability."

*President, General Manager,
Materne NA*

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TRANSPORTATION SOLUTIONS

HOW WE SEE IT

To ensure reliable freight capacity, shippers and carriers need to forge closer relationships. But a huge percent of shippers continue to shop their lanes every year in a misguided effort to save money. Yearly RFPs aren't an invitation to partner; they're an invitation to speed date. A far better approach is to invest in longer-term partnerships that allow carriers like KANE to lock in multi-year rates, prioritize service level improvement, and control rates by building network efficiency.

WHAT WE DO

KANE combines its own truck fleet with brokered services for a nationwide freight management solution. Our experienced freight specialists leverage a flexible menu of services to meet all your freight requirements. [LEARN MORE](#)

- Dedicated fleet
- Freight brokerage
- Regional OTR
- Managed transportation services
- Load consolidation
- Direct store delivery
- Pier services
- Parcel management



BENEFITS FOR YOU

- Improve service levels – 99.3% on-time delivery
- Reduce freight costs 5% to 25%
- Get there safely – KANE has one of the highest driver safety ratings in the industry and a driver turnover rate that is one-third the industry average

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"KANE has set themselves apart from other carrier partners in the industry by going above and beyond to service our customers and exceed our service expectations."

VP, Walmart Corporate Transportation

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CONTRACT PACKAGING

HOW WE SEE IT

Many consumer goods companies ship product from the distribution center to outside packaging providers only to have the product return to the same DC. This increases freight costs and loses visibility to the product during packaging. KANE can provide packaging solutions right inside the DC, enabling you to save money, maintain visibility, and eliminate time-consuming moves to and from an outside provider.

WHAT WE DO

KANE's custom packaging solutions enable CPG companies to pursue a total outsourced model for contract packaging services, including display design, sourcing and ownership of packaging materials, equipment specification and purchasing, and final packaging. [LEARN MORE](#)

- EDI, e-commerce and internet transactions
- Display design, manufacture and assembly
- Coupons/rebate forms
- Clamshell/blister pack folding box
- Case gluing
- Custom pallets
- Bag sealing
- Ink jet coding
- Inserts
- Test samples
- Kitting
- Labeling
- Rework/Repack
- Shrink wrapping



BENEFITS FOR YOU

- Cut combined warehousing, packaging and freight costs by 30%
- Delay packaging decisions to capitalize on changing demand trends
- Reduce the likelihood of damage with fewer moves

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"It took 9.5 years to set the previous case record of 1,126,253, and only took KANE a week to break it."

Comment on recent, large-scale operation transition

"

THE KANE WAY

[Read the handbook](#) we provide to all new associates, which shares the philosophy of our founder and how we approach business.



CUSTOMER CENTRIC

Brands move quickly. And they don't wait for the logistics team to catch up. Whether it's supporting a new product introduction or a wholesale strategy change, you're expected to make it happen.

For that you need a 3PL partner that moves quickly, adapts nimbly to business changes, and responds with a strong sense of urgency. In fact, we've put a name on it – **YOU**gistics.

A pretty simple philosophy, really. Put the customer first.

How do we do that?

We dive deeper than most to understand the business from your perspective. Then, operationally, we sweat every last logistical detail – just a like a member of your own team. So when you hand it over, you can trust that the job will be done right.

End result: happier customers. KANE's most critical metric is our Net Promoter Score (NPS). We deliver the highest customer satisfaction levels in the industry, and we've got the numbers to prove it.

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"They take a personal interest in making me feel important."

Sr. Manager, RDC Operations, E&J Gallo

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INVISIBLE

Exceptional logistics support is about being invisible.

No one organizes a pizza party when the Walmart order arrives at the DC in time. But when it doesn't, alarms go off, meetings are called, and nasty emails are written. Anything but invisible.

KANE's culture is about being a seamless extension of your logistics team – with people who sweat the details, pinch pennies and lose sleep... just like you do. We appreciate precise execution for its own sake. We recognize that much of the time, our role is to be boringly efficient. Like the stagehand who works behind the scenes making sure every last detail is in place for the on-stage talent, the team at KANE works quickly, efficiently and without fanfare to support your business.

When KANE customers treat our associates exactly as they would a member of their own team, it's the biggest compliment we could receive.

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“We have great cultural alignment with KANE which has been the key to the success of the relationship.

Even as the company has evolved from family-operated, the core values of KANE are what has kept the relationship strong.”

Senior Director of Operations, Sam's Club

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NEVER SATISFIED

You don't outsource logistics operations to maintain the status quo. You hire experts to improve service and cost performance, and then enhance that performance over time.

Delivering quality performance, day in and day out, requires training and a clear understanding of the detailed methodologies and processes involved to generate cost-saving ideas and translate them into action. Establishing that operational culture and discipline costs money, and not all logistics companies are willing to write that check.

KANE invests in [quality programs](#), on our dime, to deliver the precise execution you expect:

- A full-time director of continuous improvement regularly facilitates Kaizen events based on both associate ideas and leadership initiatives.
- Formal quality training is mandatory. Our in-house Black Belt training is based on the curricula at well-respected institutions like Villanova University.

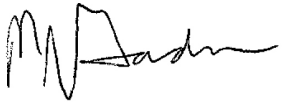


OUR PROMISE TO YOU

You want a logistics partner that thinks and acts like an extension of your team. That sweats the details on your behalf.

Kane Logistics is committed to providing that kind of seamless operating environment. With people who see your goals as their goals, your products as their products, and your customers as their customers.

Thanks for your interest. We'd love an opportunity to earn your trust and your business.



Mike Gardner
President and CEO



ARRANGE A LISTENING SESSION

What's a listening session? It's a discussion – at your offices or on the phone – where our retail supply chain specialists ask questions and learn about your specific challenges to determine if and how we can help.

**REQUEST A
LISTENING SESSION**

Contact KANE

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