



NEWS RELEASE

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Integrated Logistics Positioned for Exceptional Growth ***Both Freight Management & Brokerage Division Grow***

WOOSTER--Integrated Logistics Services (ILS) began as a support brokerage company for D+S Distribution in 1998 to service one priority client. Today the company provides total transportation solutions to a global client base. Flexibility, impressive customer service and seasoned, experienced staff are the keys according to Esther Kulenich, Director of Operations for the Transportation Divisions.

"Our goal is to offer clients solutions," said Kulenich. "We don't approach business with 'here's what we have to offer' we look at each situation and bring an answer. Our team is always extremely responsive to our clients."

Most of the growth this past year is on the freight management side according to Kulenich. ILS has managed Luk's domestic freight for many years including inbound suppliers, large production machines, Milk-runs and local shuttles.

ILS also manages all freight for Seaman Corporation's seven locations, including shipments to China and outbound to their end customers. The company has been awarded the freight management contract for Will-Burt, the world's premier manufacturer of mobile telescoping mast and tower solutions, as well.

ILS has an extensive carrier base, which allows for significant freight cost reductions for its logistics customers. A single point of contact, 24/7 personnel support and customized reporting, allows ILS to strategically "bolt onto" the customer's business model. The results are improved production planning, higher customer satisfaction and a below market freight spend.

ILS recently moved to the Wooster Industrial Center which allows space for future growth and puts all transportation solutions in one area, including dispatch for the D+S Inc. fleet.

The direct link to D+S Distribution is a huge advantage for our clients. "Customers find a one-stop solution with D+S Distribution and ILS," said Jon Ansel, President of D+S. "It is a true 3PL operation. We can bring it into the warehouse, manage inventory and get it to the end customer seamlessly."

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