



### Mission

KGP Logistics is one of the country's largest single-source; value-added providers of supply chain services, equipment, and integrated solutions to the communications industry. KGP Logistics, and our affiliate, BlueStream Professional Services, mission is to exceed expectations while providing exceptional service at the lowest total cost of ownership.

### Vision

The KGP Logistics vision is to execute our mission by pursuing excellence in all areas of our business

- » Customers: take excellent care of existing business while continue to develop new areas of expertise and focus
- » Relevance: understanding market conditions to remain a leader in services and solutions for the communications industry
- » Talent: ensuring continued growth and knowledge of the KGP Logistics team
- » Focus: laser-like focus on solving customer business challenges
- » Efficiency: streamlined and lean approach to operating and financial processes

### Value Proposition

#### Distribution Services

- » 2 million square feet of warehouse space
- » Inventory management
- » Fulfillment and staging services
- » Cable-cut and kitting services

#### Information Technology

- » Best-in-class infrastructure for inventory management and logistics services
- » Electronic Data Interface (EDI)
- » Industry leading web solutions for online purchasing, order tracking, and technician fulfillment

#### Advanced Logistics

- » Demand planning and purchasing
- » 3PL
- » Transportation services

#### Integration Services

- » Assemble, Wire and Test Services
- » Cabinet and Bay Pre-Assembly
- » Complex and Simple Build of Material (BOM) Specifications
- » Rack and Stack Services
- » Intra-Bay Wiring
- » Cable Assemblies and Terminations
- » Whole Order Staging
- » Construction and Installation Services
- » Site Surveys and Permitting
- » Backboard Solutions
- » Installation Engineering
- » RF Studies and Microwave Path Analysis
- » Backhaul Network Design and Installation
- » DC Power System Engineering and Installation
- » DAS and small cell design and installation
- » Central office and data center engineering and installation

### KGP Logistics Distribution Centers

Irving, TX	New Century, KS	Portland, OR	Warsaw, IN
Lehigh Valley, PA	Ontario, CA	Suwanee, GA	

### BlueStream Professional Services, LLC

Annapolis Junction, MD	Groveland, FL	Knoxville, TN	Ontario, CA
Birmingham, AL	Irving, TX	Marietta, GA	Tamarac, FL
Centennial, CO	Hammond, LA	Nashville, TN	Warsaw, IN
Chicago, IL	Juarez, Mexico	New Century, KS	Waukesha, WI

## Product Inventory Stocked

25,000+

## Manufacturers Represented

1,500+

## Employees

1,800

## Executive Team

### Kathleen Putrah

*Chairman and Chief Executive Officer*

### Trevor Putrah

*President and Chief Operating Officer*

### Stuart Romenesko

*Chief Financial Officer*

### Greg Marr

*Chief Information Officer*

### Marc Bolick

*Vice President,  
Product Management and Marketing*

### Ken Marcotte

*Vice President, Operations*

### Rick Putrah

*Vice President, Supply Chain Services,  
AT&T*

### Tim Putrah

*Vice President, Supply Chain Services,  
Team Alliance and Verizon*

### John Ressler

*Vice President, Supply Chain Services,  
CenturyLink*

### Desi O'Grady

*Vice President, Strategic Markets*

### P. Steven Locke

*Vice President, Sales & Business  
Development*

## Distinctions

- » TL 9000 and ISO 9001:2008 Certification
- » QuEST Forum
- » Certified by the Women's Business Enterprise National Council (WBENC) and California Public Utilities Commission Utilities Supplier Diversity Program as a Women Business Enterprise (WBE)

## Company History

### KGP Telecommunications, Inc. History

- 1973 Founded as Great Lakes Telephone Supply, Inc.
- 1982 KGP Telecommunications, Inc. founded as a woman owned business
- 1983 49% of KGP Telecommunications, Inc. is sold to Contel Texocom
- 1984 Interest in KGP is bought back and established as a 100% woman owned business
- 1986 KGP receives first of a series of Supplier Recognition Awards from AT&T
- 1991 KGP receives Cordoba Diversity Award
- 2001 KGP purchases Factory Installed Termination System (FITS) Facility, in Miami, FL
- 2001 KGP gains ISO 9001:2000 Certification
- 2004 KGP purchases Integration Division of TDB Communications, Inc., in Overland Park, KS
- 2004 KGP gains TL 9000 Certification
- 2009 KGP Telecommunications, Inc. purchases EMBARQ Logistics, in New Century, KS
- 2012 KGP Logistics acquires TE Professional Services and forms BlueStream Professional Services, LLC.
- 2012 KGP Logistics receives 2012 AT&T Outstanding Supplier Award.



**Corporate Headquarters**  
3305 Highway 60 West  
Faribault, MN 55021

800-328-5142  
507-334-2268



KGP Logistics is a certified to the TL 9000  
Quality Management System (QMS) US07/3791

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