

The key to our 50 year history is a deep culture of responding with innovative ways to meet our clients' needs. Through the years, resident hall requirements have advanced and KLN has consistently worked in tandem with chief housing officers, furniture management officers, general contractors, interior designers, and auxiliary services, to design, build and deliver around the five perennial challenges: space, durability, aesthetics, budgets and schedules.

WE PRIDE OURSELVES ON OUR CORE STRENGTHS AND BELIEVE THEY ARE THE KEYS TO OUR SUCCESS:



INNOVATION

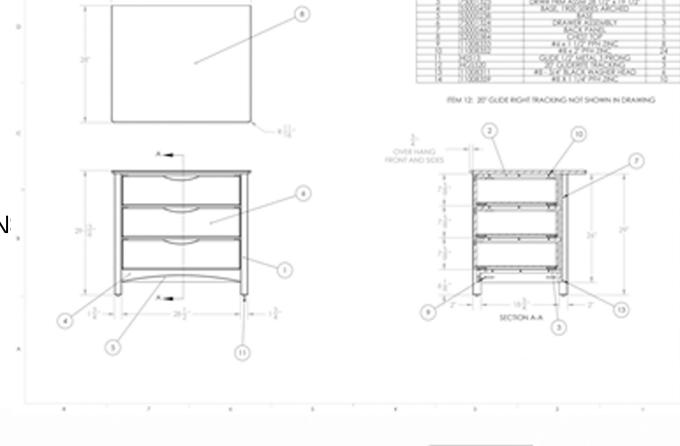
OUR CORPORATE HEADQUARTERS AND MANUFACTURING FACILITY ARE CENTRALLY LOCATED IN SAN ANTONIO, TEXAS. UNDER ONE ROOF WE CAN MONITOR YOUR PROJECT FROM START TO FINISH; FROM THE INITIAL RECEIPT OF YOUR ORDER, TO PURCHASING RAW MATERIALS, TO WORKING

WITH OUR TEAM OF IN-HOUSE ENGINEERS -THE PROCESS IS SEAMLESS. IN ADDITION, OUR ABILITY TO MONITOR OUR MANUFACTURING TEAM AS THEY SKILLFULLY BEGIN TO PRODUCE AND ASSEMBLE EACH PRODUCT, AND WORK CLOSELY WITH LOGISTICS TO INSURE YOUR PRODUCT IS PACKAGED AND DELIVERED ON-TIME GIVES US AN ADVANTAGE OVER COMPETITORS WHO DO NOT POSSESS THE SAME AMOUNT OF CONTROL AT THEIR FINGERTIPS. WE ARE ABLE TO WORK OUTSIDE RESTRAINTS OUR COMPETITORS FACE BY OPERATING WITHIN A CLOSED SYSTEM.

THANKS TO THIS INNOVATION, WE HAVE NO BOUNDS ON WHAT WE CAN ACCOMPLISH HERE AT KLN. EACH DEPARTMENT WORKS IN TANDEM TO PROPOSE, EXECUTE, AND PRODUCE PRODUCTS THAT FIT OUR CUSTOMER'S NEEDS.

CUSTOMIZATION

WE ARE NOT AFRAID TO BREAK THE MOLD! IF YOU CAN ENVISION IT WE CAN MAKE IT. OUR SALES TEAM AND ENGINEERING DEPARTMENTS DILIGENTLY WORK TOGETHER TO CONCEIVE A PRODUCT THAT MEETS YOUR SPECIFICATION KLN IS ALL ABOUT "PRODUCT SOLUTIONS."



PROJECT MANAGEMENT

OUR CUSTOMER SERVICE DOESN'T STOP ONCE YOUR ORDER IS PLACED. A PROJECT MANAGER WILL BE YOUR GUIDE THROUGHOUT THE ENTIRE PROCESS. PROJECT MANAGERS:

- ISSUE ORDERS TO ENGINEERING/PRODUCTION
- ENSURE CORRECT COLORS, SIZES AND MODEL SELECTIONS
- TRACK ALL ORDERS DURING PRODUCTION AND COMMUNICATE JOB PROGRESS
- COORDINATE AND MANAGE THE SCHEDULE FOR CONSOLIDATION OF ALL ITEMS TO DESIGNATED PROJECT SITE(S).
- DETERMINE THE OPTIMUM SEQUENCE OF RECEIPT OF PRODUCTS.
- PREPARE INSTALLER FOR RECEIPT OF PRODUCTS.

PROJECT MANAGERS ARE HERE TO ENSURE THAT YOUR PROJECT GOES OFF WITHOUT A HITCH.



PROBLEM SOLVING

WE HAVE BEEN IN THE MANUFACTURING BUSINESS FOR OVER 50 YEARS AND WE UNDERSTAND OUR CUSTOMERS AND THEIR INDUSTRIES. WE ARE ABLE TO PUT OURSELVES IN THEIR ENVIRONMENT TO TAP INTO THEIR NEEDS AND WANTS AND COMBINE THOSE TO FIT THEIR REQUIREMENTS. IF YOU ARE ON A TIGHT SCHEDULE, A LIMITED BUDGET, OR NEED TO FILL A CRAMPED SPACE - WE CAN HELP YOU WITH THAT. WE HAVE TRULY SEEN IT ALL AND ARE READY TO PROVIDE A SOLUTION TO YOUR PROBLEM.

WHILE KLN HAS COMPLETED THOUSANDS OF PROJECTS ON FOUR CONTINENTS, ALL FROM SAN ANTONIO, WE RETAIN A START-UP MENTALITY. OUR TEAM MEMBERS ARE ALL INTIMATELY INVOLVED IN PROJECTS LARGE AND SMALL, AND OUR WILLINGNESS TO INNOVATIVELY CUSTOMIZE PRODUCTS, SERVICES AND SCHEDULES TO SERVE UNIQUE CLIENT NEEDS TRULY DISTINGUISHES KLN FROM THE MANY OTHER RESPECTABLE FIRMS IN OUR INDUSTRY. NO ONE UNDERSTANDS THE IMPORTANCE OF CRITICAL SCHEDULING, MULTI-PARTY TEAMWORK, COMMUNICATION AND ADAPTABILITY BETTER THAN KLN.