

# Kimberly Martinez-Giering

president and owner  
KLN Logistics Corp.

By **CHRISSEY KADLECK**  
clbfreelancer@crain.com

**K**imberly Martinez-Giering is the full package. The strategic force behind KLN Logistics, an independently owned and operated division of AIT Worldwide Logistics, Ms. Martinez-Giering is a resourceful, high-energy president and owner.

She methodically has grown her logistics business into a 24/7 operation with 16 employees and has increased revenue by more than 125% since purchasing it in 2005. Her strengths are delivering when the stakes are high and the destinations are complex.

Ms. Martinez-Giering, 45, oversees an intricate schedule of freight transports that dot the globe and contain everything from parts to fix idle manufacturing lines costing companies hundreds of thousands of dollars a day to critical medical and scientific equipment that must be delivered to an exact location at an exact time.

In just one specialized segment of the Middleburg Heights business, which customizes logistics services for industries such as auto-



motive, aerospace and medical, she manages 350 next-flight-out shipments a month.

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– Scott S. Hardwick, manager of strategic sourcing, Rockwell Automation

to make sure she over-delivers for her clients.

“I am extremely hands on,” she

said. “I worked as a salesperson at AIT for 3 ½ years before I bought the company. I still sell for my business. I am still the one going out and meeting with my customers. I oversee everything. ... I even sleep with my BlackBerry right next to me. If there’s a major problem in the middle of the night, I’m involved in fixing it.”

Scott S. Hardwick, manager of strategic sourcing and in charge of supplier diversity for Rockwell Automation, met Ms. Martinez-Giering three years ago at a networking event at Lorain County Community College. Now she handles more than \$2 million of Rockwell’s shipping needs.

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and business acumen to her parents, Ronald and Judith Martinez, who both were entrepreneurs. Her mother ran a car wash and her father was a janitor before starting Janitorial Services Inc. in Cleveland, which now has about 600 employees.

Ms. Martinez-Giering also believes in giving back to the community in a big way. She donates her time and support to many local charities and organizations, including

the American Cancer Society, Cystic Fibrosis Foundation, Eastlake Youth Basketball, St. Jude Children’s Research Hospital, Rainbow Babies and Children’s Hospital, Akron Children’s Hospital, Merrick House and Northeast Ohio Fallen Heroes Fund.

What sets Ms. Martinez-Giering apart from her competitors is her keen knowledge of the business and her innovative solutions, Rockwell’s Mr. Hardwick said.

“She is a very good listener,” he said. “She is definitely a partner with all of her customers and she is well-respected in the industry. It is so easy to recommend her company, and I do so all the time.”

Ms. Martinez-Giering has taken a startup business to more than \$5 million in a few short years, growing her customer base to include such customers — and mentors — as Rockwell, Toyota, United Technologies Corp., The Limited and Honda of America Manufacturing.

“These companies have been unbelievable to me and so instrumental in the growth of my business and my continuing education,” said Ms. Martinez-Giering, a graduate of the Tuck Executive Education program at Dartmouth University.

She attributes her solid work ethic  
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