

3RD QUARTER 2017 NEWSLETTER

TRUCKMEN



"Filling the Truck" in Perry, Ohio.



Players in Huffman, TX after the truck was unloaded.

LETTER FROM THE EDITOR

By Julie Lefelhoc
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We Northeast Ohians love to complain about our winters, but let's face it, we wear our ability to endure the drifts of snow for months like a badge of honor (as opposed to those wimps in the South!! Ha!). But, all in all, we don't really have a whole lot to complain about. A thunderstorm now and then, lots of snow in the winter and an occasional tornado doesn't amount to much in the way of catastrophic damage. When I see images of what is left in TX or FL after hurricanes like Harvey and Irma roll over our country, I cannot fathom what people are going through.

I was fortunate to be able to offer some help in a small way when my son's former youth football league contacted me to see if Truckmen could provide some assistance. Some former teammates had moved to Huffman, TX two years ago and now found themselves in the middle of the aftermath of Harvey. Their town was severely flooded in areas and needed some help.

Thanks to one of the parents generously offering to fill his 32

foot dump truck and take whatever supplies we could gather up to Texas himself, the Perry Youth Football League (PYFL) started to get the word out to "Fill the Truck". Truckmen called a few wonderful customers who donated some boxes to load goods in. Thank you to International Paper in Madison and Polychem in Mentor for stepping up and providing cartons on such short notice.

The Perry community and a few other area youth football leagues brought enough supplies to just about fill that entire dump truck in less than a week. Truckmen and many other organizations and families chipped in some money to help Mr. Collins with his fuel bill to get to Texas and back. The truck arrived last week and was met by many Huffman Youth Football and Cheer (HYFC) players, who had the truck unloaded and on its way to being sorted and distributed in just a few hours!

The "Fill the Truck" project was a great success. Besides all the goods that were delivered, PYFL was able to give about \$1000 in Home Depot gift cards for HYFC to replace appliances and supplies at their field and concession stand that had been ruined by the floods. It was amazing to be a part of this effort and see so many people come together to help.

CABOVER OFFICE

By Jeff Jenks
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I hope I'm still around for 2020, it's shaping up to be an interesting year!

If memory serves me right (and that's getting more and more questionable) 2020 was the year that the Nikola One Hydrogen/Electric class 8 tractor is supposed to hit the road. According to an article I read recently they may be able to ditch the hydrogen generator and just go all electric. A couple of professors have launched a new start up with a patent pending charging system that will charge an electric vehicle in about the same time it takes to fill one up with gas! What a game changer that would be! How long would it be before you can't find gas anywhere, just plugs?

It gets better (or worse, depending on how you feel about it or maybe what generation you're from), instead of waiting for UPS or Fed Ex to show up with that package you had to have overnight, just keep an eye out your window and watch for a parachute! Amazon (according to an article in the July 2017 issue of Inbound Logistics) has received approval for a patent that "incorporates a parachute directly into a package label". An old joke says, "you don't need a parachute to skydive, you only need one if you want to skydive twice!" The patent also states that "different sized parachute canopies can be used for different sized shipping container's descent appropriately to prevent damage to the contents of the shipping container." Using these labels,



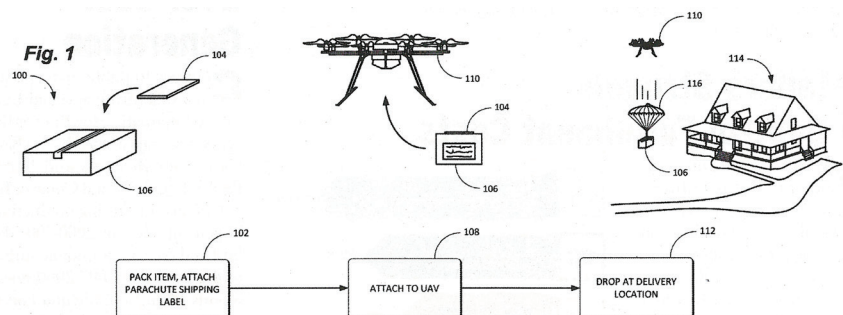
"Unmanned Aerial Vehicles (UAV's)-or drones- could deploy packages from the air and let them drift safely to the ground. This would reduce delivery times by eliminating the need to land and take off. Packages could even be dropped without the drone stopping, which makes it possible to use multiple types of UAVs instead of just those that hover and land."

So, let's take a look at how this package ended up in your front yard via the 2020 supply chain.

- 1.) The item you ordered was manufactured at a plant in China. It was assembled by robots, loaded on a container by a robotic forklift.
- 2.) The container was picked up by an autonomous electric tractor and delivered to the pier where it was unloaded and placed on a container ship by a robotic crane.
- 3.) The autonomous electric container ship (scheduled for production in 2020 per Inbound Logistics July 2017) delivered the cargo to the port of New York where it was unloaded and delivered to Amazon's distribution center both autonomously and electrically.
- 4.) The container was unloaded, unpacked, inventoried and put away robotically. When you placed your order, the same robot picked and packed it and made sure it was attached to the proper drone with the proper parachute!

The rest you know!

There will be a lot of us whose grandkids don't follow in our footsteps!



The Traveling Cubicle...

By Debbie Venable
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National Truck Driver Appreciation Week

In 1998 the American Trucking Association declared a week in mid-September to be National Truck Driver Appreciation Week. This is when America takes the time to honor all professional truck drivers for their hard work and commitment in tackling one of our economy's most demanding and important jobs. There are approximately 3.5 million professional men and women not only delivering our goods, securely and on time, they also keep our highways safe.



These drivers face many challenges every day when they are out on the road. In our newsletters we have addressed some of these challenges from distracted drivers, traffic, weather and road conditions to

increasing regulations. And starting December 2017, the Electronic Logging Device mandate will take effect. This means another challenge as the drivers take on new technology to log their hours. As with any new technology this comes easier for some drivers than others.

It is hard to overstate the trucking industry's importance to the U.S. economy and our way of life. Without our truck drivers, the

country's economy would come to a standstill. Some people take truck drivers for granted, but our society simply could not operate without their hard work. And the next time you pass a truck driver on the road, give them a "friendly" hand signal.

Our hats off to all professional truck drivers and especially to our TRUCKMEN Drivers – You are the BEST!

On the other hand, why do we have just a week or a day to appreciate or recognize someone? We have Labor Day to honor the labor force, Memorial Day & Veterans Day, Administrative Assistant Day, Boss Day – we even have National Ice Cream Day! Just like a birthday it is nice to have a special day but our appreciation and recognition does not need to be limited to a

specific time frame. It takes all of us working together to keep our businesses functioning and growing. Our Truckmen trucks would not be on the road without maintenance from our shop technicians. There would be no loads on the trucks without the warehouse crew processing and loading orders. And the drivers would not know when and where to go without the support of the dispatchers.

With all the negativity in our world, let's take the time and effort to regularly appreciate all the people in our lives. To our customers, vendors, employees, friends and family: Our deep appreciation and thanks for your business, your service, your labor and all YOU do to support Truckmen!



GM's CORNER

By Bruce A. Fleischmann
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At Truckmen - YES WE CAN!

Officially "The Great Recession" rocked all major global markets from about December 2007 to roughly June of 2009. The U.S. had not experienced anything remotely similar in terms of a total economic disaster since the Great Depression of the 1930's and few were old enough to have lived through both! Of course, there is no need to rehash old wounds here. As everyone attempted to rise-up from the smoldering ashes of the U. S. economy we all scratched and clawed trying to retool in-order-to begin to somehow build our businesses back up!

It was during one monthly staff lunch meeting in late 2011, that challenges were so far and wide that each team member voiced concerns regarding their area as they provided updates. It was a time of extremely high stress and daily challenges, or should I say hourly? We had survived where thousands of other companies unfortunately had failed. It was not only because we had a nice portfolio of supply-chain services to fall back on but most importantly, we had a core team of experienced, dedicated employees willing to battle through these daily struggles together!

As we went around the horn I distinctly recall the moment in time when I ran out of answers as we were trying to resolve some of the period's most critical needs for both our fleet and warehousing staff members. When the next turn came up and another challenge was duly noted by one of our warehousemen, he finished by asking "Ok then, just how exactly are we going to do that"? Totally out of quick fixes, I guess I sort of just instinctively replied "because at Truckmen: Yes We Can! We always figure it out"! After a few seconds of total silence and team-wide puzzlement (I think I just made up that word?)

we all sort of chuckled while most were probably thinking "really, that's all you got"? But it worked for the moment and still works today! Over the past 5-6 years and especially when extremely pushed to the limits, our team has firmly practiced and adopted the slogan. And yes, they always somehow seem to juggle things around, figure it out and meet our customers' challenges!

Then first thing this morning as I was once again struggling for something fresh to share and meet today's newsletter deadline...all of a sudden- BOOM! It was one those meant-to-be moments as I was reminded of our unofficial slogan. Julie walked in and slightly chuckled as she handed me a piece of paper. She said that last night her young and obviously very talented daughter, Annalise, was at home brushing up for a possible future in art and/or calligraphy and by the sound of it was also running out of ideas. Because she is around the office enough during breaks from school that I guess she's heard the phrase perhaps a few too many times, she sent me this very creative piece! Please give a special shout out to Annalise for the great art and a very timely skate save!

Update: Another bell just went off as I finished this. It dawned on me that I had promised the team tee-shirts with the slogan during that infamous staff meeting in 2011. So I guess it may finally be time to deliver as they have so many times! Better late than never, right?



SHOP NEWS

By Melissa Jewell
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Our Truckmen family is wishing Lana Long a happy, healthy, and enjoyable retirement. Lana has been a loyal and valuable employee for 14 years and has had her hand in almost every aspect of the company. Lana started out as an owner operator driving a semi-truck for her brother, who was leased onto Truckmen. She then became a company driver and delivered freight to several of our customers over the years, making relationships with them, one of which is Lubrizol. The boys over there just asked about her last week, always referring to her as Truckmen's lady driver. Her years of driving a truck for us were spent with her co-pilot, miniature Pinscher named "Damn It". Damn It went with her everywhere and loved to travel beside Lana in the truck. Lana later dropped down to a part time driver and went to helping in the warehouse, and even dispatched her fellow drivers for a while.

In 2011, the shop had an opening for an assistant parts manager, and we were lucky to get her to join our team when Lana decided to turn in her steering wheel. She fit right in, bringing some parts experience with her from years of helping her parents with their family business, Fortier's Equipment, that was here in Geneva.

Lana comes from a family of 10 siblings, and being one of the older sisters, she helped her mom and dad raise her brothers and sisters. She has raised her own 4 children with a stern, but loving hand, and has 7 grandchildren and 2 great-grandchildren she loves to brag about. Lana is a strong willed, independent woman that isn't afraid to work hard for what she

has or tell you what she thinks. These qualities I admire most about her. I have thoroughly enjoyed her wisdom of life, her bad influence, and the softer side she doesn't let everyone see. I have enjoyed working with Lana and am grateful for the friendship we share.

We celebrated Lana's retirement with a party here in the shop with lunch provided by our vendor and good friends, FiveStar International of Erie. They graciously brought out their food wagon and served us lunch to send Lana off in style. There was cake, cards, gifts, and yes... a package of Depends, a gift from another one of our good vendors and friends... I won't mention any names! Lana had a great relationship with all our vendors and they all had a part in sending her off. So, from the bottom of our hearts, Lana, your Truckmen family will miss you. We hope you enjoy all your future endeavors. You deserve it!



1ST QUARTER 2017 SAFETY BONUS AWARD WINNERS



Front row: Mark Currier, Tom Rickard, Dan Johnson.

Back row: Rick Akers, Walt Asuma, Rich Madarena, Leroy Campbell, Bill Thompson, Darren Sharkey, Bobby Wurm, Brad Hall, Dan Ziemski.

Not pictured: Terrance "Chick" Hobson, Mike Minman, Ken Call, John Phillips.