

1ST QUARTER 2020 NEWSLETTER



GM's CORNER

By Bruce Fleischmann
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Sign Me Up!

We have kicked around the thought of erecting a nice Truckmen highway sign for some time. Especially since we are located right on the edge of the very heavily travelled I-90 East-West corridor. But of course, every single year as we review major expenditures such as this, we have consistently decided to allocate those funds to investments in newer trucks, trailers, forklifts and our great staff of course. However, with the recently completed and badly needed warehouse addition and the five new docks here on our main campus, it became obvious that we better pull the trigger now or perhaps we'd never do so. This sign may quite possibly max out our 2020-2050 advertising and marketing budget!

With such heavy traffic and 24/7 viewing opportunities, the folks driving by can finally quit wondering what are those blue buildings over there? I cannot tell you how many times I'd sit down with a new or potential client and they'd say, "Oh, OK, I know where you are. I've been driving by Geneva for what seems like forever and never knew who was in there?" Well, hopefully now they cannot miss us. And maybe a few million more potential future Truckmen friends won't either. If you're ever in the area, please stop by *and not just for the 25 or so wineries in our backyard!* Hint, hint!

LETTER FROM THE EDITOR

By Julie Lefelhoc
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We find ourselves in the midst of an unprecedented time. It is difficult to predict the impact that COVID-19 (Coronavirus) will have on our lives when all is said and done. Each day as of late the governor in Ohio has taken further action- closed all schools for 3 weeks, cancelled all events over 100 people, closed restaurants/bars to the public. I am hoping all of these actions succeed in slowing down the virus and achieving the time needed to prevent a hospital crisis, but will we ever know for sure? If the virus slows down as hoped, then there will always be a question as to whether it was due to the actions taken in this country or whether it would have without them. All we can do is follow recommendations and help take steps to slow down the spread and save some lives. There will certainly be further disruptions to our daily lives, travel and economic impacts, not to mention the constant stream of warnings and dire statistics coming from the media. It can be very overwhelming!

In doing our part to try and combat the spread of the virus, Truckmen has done/will do the following:

- posted signs around the building showing tips on how to protect yourself from getting sick. Hand washing being the primary tool- 20 seconds with soap and water or hand sanitizer with at least 60% alcohol in the ingredients.
- minimized the interaction with outside parties by locking the front lobby door, closing the driver's area "cage" in the warehouse and avoiding scheduling appointments.

- Advised drivers to have minimal contact at delivery locations and keep a 6-foot distance when possible.
- Made gloves and other cleaning supplies available to employees.

More actions may become necessary as the situation evolves. And at some point, we may not have control over what we can do. We may be mandated to close or limit our workplace activities- a big concern for a small business and its employees.

Please keep yourself informed with information from the CDC (<https://www.cdc.gov/coronavirus/2019-ncov/index.html>) or WHO (<https://www.who.int/emergencies/diseases/novel-coronavirus-2019>) to make sure you are up to date with the most accurate data.

REMEMBER- You aren't just trying to protect yourself. You can be a carrier of the illness without exhibiting symptoms and with its long incubation period, you might have it and be spreading it long before you feel symptoms yourself. Even if odds are that you will recover without any problems from the virus, you may give it to others who will not. So, we all need to do our part to practice "social distancing" and stay away from large crowds and unnecessary travel. Help protect others by first protecting yourself.

So, catch up on those old movies, finish that project you've been meaning to do for years, use it as an excuse to stay in your pajamas all day.....try to find some good in the house arrest and when frustrated with all this, just remember that by literally doing nothing, you are probably saving someone a hospital visit. Take care and stay safe!

CORONAVIRUS: WHAT TRUCKERS NEED TO KNOW

Chances are you are familiar with the existence of COVID-19, otherwise known as severe acute respiratory syndrome coronavirus 2, or the coronavirus. There has been lots of media hubbub about coronavirus since the start of 2020, some fact and some fiction. How worried should you be while traveling on the road? If you contract the virus, what happens? Here we will go over some facts and tips to help truckers with this disease.

One commonly popular method of preventing coronavirus has been wearing facemasks. The United States Surgeon General has said this is counterintuitive. Contracting coronavirus is much more likely to happen through your hands, face, and eyes than through your mouth. At the same time, a person who has coronavirus is likely to transmit it by coughing, so buying a facemask when you are healthy only compounds the epidemic: not only do you not lower your chances of contraction, but you prevent an infected person from spreading it because they do not have a mask.

If you want to take proactive steps to avoid contracting

coronavirus, the best thing you can do is wear gloves while handling objects grabbed by multiple people, such as door handles and diesel pumps. If you do not have gloves when touching these things, make sure to wash your hands thoroughly with soap and water or hand sanitizer before touching personal objects such as your phone or your steering wheel.

Additionally, if you have disinfecting wipes, it is a good idea to clean your personal items. Not just for coronavirus, but other pathogens as well. You would be surprised how many microbes exist on items just by them not being cleaned often enough.

If you contract coronavirus, it will take two to fourteen days before you start feeling:

- Fever
- Shortness of Breath
- Cough

This is where the face masks come into play. While they cannot help a healthy person avoid the coronavirus, they can help a sick person from spreading it. Wearing a mask or covering your mouth when you cough can lower the rate of infection significantly.

You may recall the H1N1 (swine flu) epidemic a decade ago and the fear-mongering that was caused surrounding it. Coronavirus will almost certainly be looked back on in 2030

as we look back on swine flu. While the odds coronavirus will kill you are very slim, it is never fun to be sick, and as such it is in your best interest to take precautions until a vaccine is developed. Wear gloves when refueling, wash your hands before eating, and wipe down your steering wheel at least once a week. Eventually the quarantines in China will lift and imports will return to normal levels.

— Topmarkfunding.com March 4, 2020

CABOVER OFFICE

By Jeff Jenks
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It seems like the headlines are being dominated by either the negative side effects of past technology (global warming) or the latest greatest creation of current technology! But the latest little article I came across titled “The Urgent Need for a United States Space Force” might even cause my Sci-Fi author son-in-law (Travis Lefelhoc – Ultras: Effect of the Sky Canopy) to pause and reflect as to whether his book was really a Sci-Fi thriller or a blueprint for today’s technology!

This either has nothing to do with anything I normally delve into or everything to do with it, I’m really not sure which it is but it’s a real eye opener! These are excerpts from a speech given at my alma mater by Lieutenant General Steven L. Kwast (Ret.), a graduate of the U.S. Air Force Academy, having a master’s degree from Harvard’s Kennedy School of Government and a former fighter pilot with extensive combat and command experience.

“In June 2018, President Trump directed the Department of Defense to ‘begin the process necessary to establish a space force as the sixth branch of the armed forces.’ The reason



for a space force is simple: space is the strategic high ground from which all future wars will be fought. If we do not master space, our nation will become indefensible.” (I believe I heard President Trump say that the “Space Force” had been established in his State of the Union Address).

“With the right vision and strategy for space, America can develop the means to:

1. Deliver unlimited, clean, affordable energy to every human on the planet without power lines or terrestrial power plants.
2. Provide fresh water for every human without the need for aquifers or pipes.
3. Build a new low-cost internet that is designed to be secure so that every human can connect, share, and learn with assured privacy and data safety.

4. Defend Earth against small asteroids like the one that hit Russia in 2013.
5. Develop a deterrence capability that will render ICBM’s [intercontinental ballistic missile] and nuclear weapons useless relics of the past.
6. Revolutionize manufacturing by acquiring and deploying resources from space and in space.
7. Provide a shelter in space where we can protect and preserve people, seeds, and life-saving medicines, so humanity can recover from any unexpected contamination, illness, or disaster.
8. Design defense capabilities to preserve our economy, our people, and our sovereignty, and to allow our allies to defend themselves instead of sacrificing American lives.
9. Reduce the loss of life and property due to natural disasters by managing the eyes of hurricanes and the funnels of tornados with energy from space.

Some of this may sound like science fiction, (really?) but technologies exist to achieve these goals if we can summon the will to act. Engineers at countless private companies outside the military-industrial complex will assure you that we can achieve these goals, and soon.

And I thought electric trucks and solar panels were cutting edge!

Whether it be by autonomous vehicle, electric vehicle or space shuttle, safe travels!



Congratulations to Truckmen team member Mackenzie Galloway for getting an article published in *Eastmans Bowhunting Journal* (Mar/Apr 2020 issue). The story covers Mackenzie’s experience in hunting a pronghorn in Montana this past summer.

SHOP NEWS

By Melissa Jewell
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We are facing a new year, a new decade, a leap year to boot, and an election year. The seasons fly by so quickly these days I can barely remember when 2020 was such a futuristic date. Well 2020 is HERE! Cars and trucks aren't flying yet! Skynet hasn't taken over, and the Terminator is still just a Hollywood creation. Although it would be cool if dinner was just a capsule popping out of a machine like in the classic cartoon, The Jetsons. Every working mom is waiting for that one.

I think the biggest issue the service side of our industry faces is that vehicles are becoming disposable. With vehicles that are only 5 to 10 years old, some parts are becoming obsolete or discontinued. It's like an epidemic. This world has become so disposable. If it's broke, just get a new one and don't repair it. I spend a lot of time searching for parts that dealers don't even carry or make any more. It can take up to 8 weeks sometimes to get a part that is placed on a critical order until someone comes up with one. Then the question is, how much is it going to cost? In some cases, I'm forced to cut our price just so it's affordable for our customer.

I often think of how this company started with our four 1992 International cabovers that we had to diagnose the old-fashioned way: start it up and listen. Very few diagnostics tools. We still have one road worthy to this day and a lot of the parts are extremely hard to find or obsolete, in this case

I get it. But, on the other hand we have we have a 2009 International box truck that has been waiting for a coolant pipe for two weeks with no end in sight. A 2011 Ford waited for an exhaust y-pipe for 6 weeks, holding our customer up on a bus they needed to transport clients to and from their facility. Is this to force new purchases of vehicles or what? When we are forced to go to a junk yard to keep our perfectly good running vehicles on the roads, I think I will re-think who I want to be when I grow up.

Our first washer and dryer lasted 20 years. Our refrigerator is 25 years old and still doing a great job (knock on wood). I might regret mentioning that. Buy a TV, or appliance today you will be lucky to get 5 to 8 years out of them and the salesman or woman will tell you that straight up. See, a disposable world! If today's technology is so great, why doesn't it last longer?

I wonder, what does that say about me? I could be replaced with two 25 year old's, but I am part of the last generation that knows how to change the channel on a black and white TV, knows what an 8-track tape is, knows how to use a rotary phone, CB radio, and boil hot water over a camp fire when Skynet DOES take over. I will survive and won't have to rely on google to do things. We 50-plus-year-old's will know how to shoot a real gun and be leading the millennials and won't need a terminator because Arnold Schwarzenegger, Chuck Norris, Sylvester Stallone, Harrison Ford, Samuel L Jackson, Jackie Chan, Denzel Washington, and Clint Eastwood are still alive, along with real life hero's known as us old folks. Here's to 2020!

3RD QUARTER 2019 SAFETY BONUS AWARD WINNERS



Front Row: **Tom Rickard, Brad Hall**

Back row: **Mark Lambert, Jesse Bilicic, Mike Pudder, Nelson Hejduk, Rich Madarena**

Not pictured: **Rick Akers, Ken Call, Bill Emerson, Mike Minman, Jim Neely, Mark Sharp, Bobby Wurm**