



Roadmap to

SUCCESS

JULY/AUGUST 2015

VOLUME 6, ISSUE 4

Inside this issue:

PRESIDENTS CORNER: Tracy Yoesting

Safety 2

Log Honor Roll 2

H/R 3

5 Essentials 3

Shop Talk 4

In Remembrance 4

"Taking time to care" is my message for this issue of Road Map.

Each of you should understand the importance of your position within the company. Is "Your" position important? Yes, absolutely! Your position is important, otherwise it would not exist. Your individual impact on the organization can be immense! Ultimately, it's your decision if the results of your efforts here are "positive or negative". Your individual effect on the organization as a whole can be minimal, or huge in either direction. A company is bigger than any one individual, yes, that is for certain, but one individual has the power to strengthen or weaken an entire organization.

Think about your images and experiences with other companies from a customer perspective, what makes that organization shine or stand out to you? On the opposite side of the spectrum, what gives you a negative image? More than likely, rather at Disney World, or going through the checkout at your local retailer, opinions were formed by an interaction you had with a specific individual, or select few individuals. The power of being a positive force can not be underestimated.

Drivers have opened more doors to growth for our business than any single salesman. Drivers are front line representatives. They can make or break a customer relationship. Monumental impact "positive or negative" can be made with customers, fellow drivers, and the motoring public at large by simple gestures and general attitude. Your dress attire, hygiene, and looking sharp, gives you curbside appeal before you have even spoken a word. I am a clean freak when it comes to equipment, most of you know that. Please get a truck wash at least twice a month. A clean truck is a well maintained truck to the DOT. A clean fleet is a well maintained fleet to the customer. The same principles apply to your personal appearance. Looking proud is important, it will effect how you get treated at your pickups and deliveries! Attitude you display will effect the respect you get all day long. If you want more great days, carry yourself and your attitude high!

A few tips to help you and those around you to have a good day:

Be on Time! Be Polite to those in the public, especially the customers! Dress for work, stay showered and fresh, keep a clean truck inside and out. Don't leave problems for your fellow drivers, then they won't leave them for you. Fix the problems you encounter, don't pass them along to the next guy, sweep your trailers so your customer presentation is good. Help one another with directions or loading / unloading tips. If everyone makes these types of simple investments, then all days will be more positive for everyone. Investments like the ones listed here and countless other 1 percenters not mentioned will show dividends to your checkbook. The health and moral of the company as a whole depends on each individual being responsible and positive. We all matter, the company is a sum of the individual, if you care, we get stronger.

I am one man and you are 100 +pulling together in one direction can get a whole lot more accomplished. I ask for each of you to be "CAN DO" associates and contractors. Don't be the weak link of our combined efforts!

Have a safe and prosperous remaining summer!!!! Thank you for all you do to make us better.

Tracy



SAFETY DEPARTMENT

TRUCKING BASICS:

I would just like to share some information about our daily operations. Things that cost us time, money, and leave us wondering what the HECK!

Driver on a straight level two lane in IL just drove off the road

Drivers backing into a dock –

Raining so he didn't use GOAL – hit a truck

Trailer doors not secured – knocked off trailer doors

Drivers in unfamiliar area – hit overhead obstacles

Several loads arriving at a consignee with product dumped in the trailer

Driver that loaded the trailer could have secured it

Driver that took it out for delivery could have secured it

No load straps No load bars

Overweight loads – Over gross and over-axle weights

Load was not scaled after leaving shipper

Drivers were in a hurry – but they had time to sit at the scales?

Oh, and we can't even keep the inside of the truck close to clean

Took a new driver for a check ride, opened door, & trash fell out

Nothing on this list is hard, tough, difficult work – it is basic truckin'. You choose to be a driver and along with that choice come some serious responsibilities. YOU are responsible for the truck, the trailer, and the freight. So let's sit up straight, buckle ourselves in, and decide we will be the example of a safe professional driver.

It's time to stop the almost daily accidents, cargo claims, motorist complaints, etc. Decide we are going to have a safe company and you will be spot on, showing others how to do it right. Look yourself in the mirror and decide you are going to do your job 100% right.

For those of you being safe and doing it right every day – Thank You!

Log Honor Roll

Ron Adkins*, Gary Ball*, Greg Batross, Don Beck, Howard Blankenship, Charles Bolen, Christa Brace, Michael Bracewell*, Bill Brown*, Phillip Carroll*, Bud Dyke*, David Godwin*, Jimmie Cunningham, Leonard Hall, John Hastings*, Larry Hendricks*, Ray Hicks*, Chuck Hileman, Ben Hollenback*, James Hudson, Brian Ingram*, Bachar Kassatly*, Charles King, William King, Dan Koza, Paul Lay*, Joe Leicht*, Leon Logan*, Jim McKenzie*, Jerry Mikell*, Mike Mitchell*, Jake Myers*, Danny Nichols*, Mark Ogg*, Chuck Ogg*, Nik Petrovski*, Jerry Pierce, Daryl Price*, Justin Pulfer*, Sarah Raper*, Phil Rockhold, Johnny Sanders*, Mike Seyfried*, Jack Sidenstricker*, John Smith*, Steve Smith, Bill Spriggs, KT Sullivan*, Brian Tate*, Charlie Thomas*, Edison Velez-Barbosa*, Dan Wallace*, David Webb, Darnell Wiggins, Pamela Wilson*, Tim Woods*, Eddy Baro*, Walter Bernard*, Jim Brown*, Jeryl Eiland*, Adrian Green*, John Oliver*, Mark Reeb*, Greg Regoli*, Willie Robinson*, Roger Shaver*, Dan Shoemaker*, Seth Shoemaker*, Darren Singleton, Tommy Stacy*, John Yuska*

- Denotes drivers who made the Log Honor Roll for both May and June 2015.

WAY TO GO LADIES AND GENTLEMEN!! KEEP UP THE GOOD WORK!

H/R and Payroll

Welcome to the Ryan Team: Robert Jepsen, David Prince, Christa Brace, Daniel Koza, Howard Blankenship, Charles Bolen, William King, Charles King, Jerold Pierce, Donald Beck, Greg Batross, Jacob Myers and Stephen Smith.

Welcome back: Charles Hileman, Jerome Jolly and Todd Wills

Welcome to Blitz: David Busey



A Salute to Truckers & Their Families

The truckers think of family, as they drive along, but they know their job is needed to keep our nation's economy strong. It's the working men and women who make our country great--Let's not forget the truckers as they haul that load of freight... Without them we'd have empty shelves in our homes and stores, They keep America working in every town from shore to shore. Let's also praise their families for their sacrifices, too, For they stand behind the truckin' man and woman with a love that's strong and true.

If no one seems to appreciate all the miles that separate, If you haven't heard a "thank you" for that urgent load of freight, Let me tell you, driver, you're a hero ridin' tall As you navigate from coast to coast and bring the goods to us all! And for families of the truckers—A sincere appreciation For the sacrifices you have made as they roll across our nation!

Written by Vicki Scofield

God Bless each and every one of you because with out you we would not exist.

Tammy Yelton
HR Department



Advanced Spinal Health & Wellness:

SHOWING UP IS WHAT MATTERS

WHY WE ALL NEED TO GET PHYSICAL

While difficult in the moment, exercise helps you feel better pretty much right away. And though it may be tricky to coax yourself out of bed and into your workout clothes, pushing through that wall can reduce our risk of disease— including cancers—significantly.

BREAST CANCER

A study of 2,296 women with stages I, II and III breast cancer was performed by researcher at the Brigham and Women's Hospital and Harvard Medical School in Boston. They found that the risk of death from breast cancer fell 19 percent for those who walked or did similar exercise for one to three hours per week and by 54 percent for those working out three to five hours per week.

PROSTATE CANCER

The hormonal and immune impacting voltage created by exercise puts all the indicators in place to support men's efforts to thwart prostate cancer. One recent study suggested that regular, vigorous activity could slow the progression of prostate cancer in men 65 or older.

LUNG CANCER

Physical activity, even just the fun stuff like yoga or planting a garden, is inversely related to mortality from respiratory diseases, including lung cancer. Many studies point to the fact that the benefits work for everyone whether or not they smoked, were a former smoker, or never touched the stuff. More good news is that exercise improves survival rates for those diagnosed with lung cancer!

WORK OUT SMARTER, NOT HARDER

Shorter, more intense intervals make the most difference in helping your body's physiology improve. So while you have to push it and get your heart rate up, it's only for brief periods of time. This kind of daily workout seen in surge training and interval training can be done in as little as 12 minutes.



SHOP TALK

Hello from the shop. We all hope you are enjoying the summer. Just a few reminders to keep us all rolling.

- Please remember to park on the concrete pad. We just had to pull out a sunken trailer. The pad is there to prevent these issues, please use it.
- Remember to fill up on DEF here at the shop.
- Nothing is worse than starting your day with a trailer that has been dropped with mechanical issues. Do not leave a trailer that needs work for the next driver. Please red tag it and write up a work order and let us know immediately.
- We don't want to hurt anyone's feelings but everyone needs to stay out of the shop for safety reasons.

Thank you in advance for your cooperation!

The Shop

In remembrance... *Larry Eastman*

Heaven gained a good one on May 13th. Larry Eastman drove for Blitz since 2009 and was definitely a "professional" driver. He was always willing to help his fellow drivers. They could call Larry from almost anywhere and get help with directions. He was popular with the office and shop, although even he would admit that this was mostly because of his wife, Paula. She would spoil us all with her tasty treats. If you have been through at Christmas time and seen the beautiful gingerbread houses, then you have seen her work. Most will remember Larry not only for his kind smile and positive attitude but for his "Flying Dragon" truck with the red dragon on the side. Larry was diagnosed with cancer in February, and we were all saddened to learn of his passing in May. He will be missed by all.



Larry A. Eastman, 60, of Raymond, died Wednesday, May 13th, 2015 at his residence with his loving wife by his side.

A 1971 graduate of North Union High School and veteran of the Army National Guard, Larry was an owner/operator truck driver with Blitz Transportation, driving for Ryan Logistics in Marysville for many years. He loved riding his motorcycle and working on his truck.

Born July 3, 1954, he was the son of the late Delmar and Pauline Eastman. Also preceding him in death was a brother, Jim Eastman.

On January 17, 1987 in Bellefontaine, he married Paula Dieringer and they spent 27 wonderful years together. She survives in Raymond. Also surviving are his stepsons, Tony Wilson and Tim (Sarah) Wilson, both of Bellefontaine; step grandchildren, Mickey and Timothy; brothers and sisters, Barb Eastman of South Carolina, Carolyn Rose of Wapakoneta, Don (Barb) Eastman of Raymond, Jean Farrington of West Mansfield, Janice (Tag) Loudermilk of Centerburg, Evelyn (Howard) Grose of Richwood; sisters-in-law, Cindy Fogle, Monica Yelton and Molly Brown and several nieces and nephews.