



VOLUME 2, ISSUE 2

NEWSLETTER

APRIL, MAY, JUNE 2016

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HIGHLIGHTED TERMINAL

LME MIL (364) TERMINAL—GREENFIELD, WI

Terminal Mgr: Scott Lengling (APP, JVL & MIL)
Operations Mgr: Brandon Pearson (APP, JVL & MIL)

Avg Daily Tonnage YTD:

IB/OB = 148,383 lbs / 157,535 lbs

Avg Daily Shipment count:

IB/OB = 95/ 105

Top 5 Accounts:

Diversey - manufacturer of industrial chemicals

Almo - distributor of appliances

SC Johnson - manufacturer of consumer goods

Kenall Mfg - manufacturer of lighting fixtures

Hydrite Chemical - manufacturer of industrial chemicals



The MIL Terminal P&D Team

The LME MIL Terminal has 34 dock doors and services East / Central Wisconsin.

The LME MIL Team includes:

- 11 full-time City P&D Drivers
- 3 full-time Dock Workers
- 3 Linehaul Drivers
- 2 part-time Dock Workers

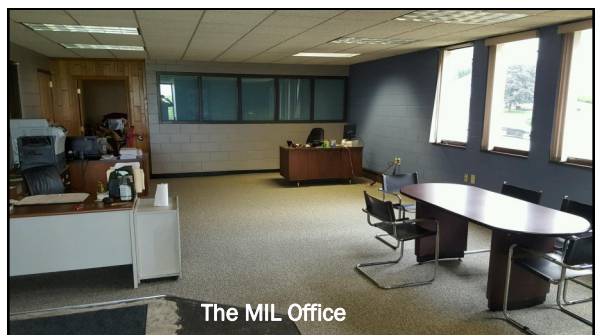
LME MIL Operation Team:

Don Jepson - Inbound Supervisor / Dispatch
Rudy Schreiterer - Dispatch / Outbound Supervisor
Deb Trentacosti - Office /Customer Service
Brittany Trentacosti - Office/Customer Service

LME MIL Sales Executives:

Tess Pflug - MIL Sales Executive

**A special Thank You to Brandon Pearson & help with putting a lot of extra work into fixing up the MIL Office!!*



The MIL Office

Fun Fact::

Milwaukee is the Home of Harley Davidson motor cycles, Briggs & Stratton small engines and Miller Beer.

Milwaukee also hosts the summer time Lakefront Festival with the Summerfest Music Festival as the highlight of that event.

SPECIAL POINTS OF INTEREST:

- Highlighted Terminal
- Driver of the Month
- LME "Shout Outs"
- Welcome to the LME Team



OPERATIONS

MIKE SANFORD-VP OPERATIONS



Greetings,

I can't believe another quarter has come and gone already! This year seems to be flying by with all the exciting things we have going on! The most recent addition that will be open and operating by the time this gets to you is the new Indianapolis, Indiana terminal.

It is a natural fit for us with the 10 linehaul trucks we currently have running in and out of the state of Indiana. We also have a very good base account here that we have been using linehaul to pick up called General Cable. I am sure most of you are familiar with it. There are several other accounts we do business with that have offices or

are based here. Protrans, Regal Beloit, Clear Lane and Horton to name a few. We have leased a 44 door facility that is in a very good location on the southwest side of Indianapolis to service the Metro area and approximately 50 mile radius. The facility had not been used for quite some time so there have been many upgrades made to allow us to operate efficiently. We will profile the IND (363) terminal in an upcoming newsletter in more detail. We have an excellent group that has come to work with us and I know they will do a great job!

Please give all the new people working at IND a warm welcome if you talk to them.

Indianapolis of course is home to the Indianapolis 500 and NASCAR's Brickyard 400. Many people refer to it as the cross-roads of America because of its proximity

and number of Interstate Highways running through it. It has been referred to as the Amateur sports capital of the world and home of the NBA's Indiana Pacers, WNBA's Indiana Fever and the NFL's Indianapolis Colts. If you look at a downtown map of Indianapolis you will notice that it has a very large circular road at the center hence the other nickname of Circle City. There are several war memorials near downtown capped off by the largest at the center of the circle with a museum underneath.

This is the first time in a long time that we are entering a market area that we haven't had our own presence at least somewhere in the state. Please make it a habit to ask for freight in and out of IND when you are talking to our customers!

CLAIM PREVENTION

SHEILA BRIESEMEISTER—CLAIMS MANAGER

COUNTING. It's as easy as 1...2...3...

When we were very young, each birthday we would get asked "how old are you going to be" and we held up our fingers to reflect that number. That was always so cute to see. I looked at the week of May 16th, 2016 and found the bill count was 21,566 company wide. That is a lot of freight that needed to be counted and that is using one piece for each bill. Assuming that an average bill would be for at least 2 pieces, we could actually double that number and still be low on the count. One easy way to re-

duce shortage claims is to make sure we count the freight. Our motto needs to be:

"GET WHAT WE SIGN FOR AND SIGN FOR WHAT WE GET". Zero

shortages equal zero claims and that's a WIN for all of us. Keep up the good work! Enjoy the summer.....

**KEEP YOUR COOL IN THE HEAT****SYMPTOMS OF HEAT RELATED ILLNESSES**

- | | | | |
|-------------------------------|------------|------------------------------|------------------|
| * Dizziness | * Fainting | * Pail or flushed complexion | * Muscle cramps |
| * Elevated body temperature | * Nausea | * Clammy or moist skin | * Heavy sweating |
| * Extreme weakness or fatigue | | | |

TREATMENT OF HEAT RELATED ILLNESSES

- * Stop activity, stay in a cool place for several hours
- * Drink water, clear juice, or a sports beverage
- * Take a cool shower
- * Seek medical attention



SALES & MARKETING

ROGER MCGILLIS—VP SALES & MARKETING

Greetings Everyone,

Where did the time go? We are approaching mid-year already and the 2nd quarter was fairly busy. Our team secured a couple sizeable accounts that started up in the second quarter that we have listed below. We continued on with our sales/operations meetings this quarter, with our latest meeting involving CGO, SLU, RVT and IND. The group gathered together in Indianapolis to accomplish two main goals. One - to get our sales and operations teams together and collaborate on improving overall business, pricing, service and sharing new ideas. Two - conduct a sales blitz before the opening of our new terminal in Indianapolis. The meeting was very productive and LME was well received by prospective shippers in the area. We are excited about our new expansion

and look forward to watching our new terminal grow!

Start Your Engines, LME Inc. is now direct to Indy!!

Here are two accounts we would like to mention that started in the 2nd quarter:

Samsung (New) - Shipping out of the Chicago market primarily to the TRNET. Product is anything that Samsung makes. They started on June 10th and shipped 582 shipments for the month of June.

John Deere (Long time customer) - We were awarded business to British Columbia from our direct footprint. This part of the business started towards the end of May. We should average about 900 shipments a year to this location. We were also awarded some business out of state of Kansas. This business

started up the end of June. If we are successful on handling this new business, we will have an opportunity to grow other business, including freight going to Kansas. If we succeed here, we might have an opportunity at the daily dealer freight as well.



Roger McGillis, Mike Sanford & Laura Warmuth attended John Deere's Worldwide Logistics Partner Conference held June 14–15.



LME Xpress Gold: An inexpensive way to gain "peace of mind" when shipping a hot order.

PRICING

JIM MORSE—VP OF PRICING

Greetings from the Pricing and Costing Department,

This is Stephanie Masteller, I am one of the newer members of this department, and I am representing our group for this column. One of the responsibilities for the folks in our department is to analyze the data that is available to us in order to make a determination if the price that LME is charging or proposing to charge for a particular customer's shipment(s) is profitable for LME.

I've worked in many departments in my 27 years of LTL experience. I can safely say that all members of the LME team play a vital role in assisting us with not only having accurate data to analyze, but helping LME to be able to collect the revenue that has been agreed upon. There is not enough space here to cover every scenario, but here are some ways that your efforts can have a positive impact.

The driver who picks up the freight and freight handlers on our loading docks are key personnel that see the shipments as they move through our system. You should review the bill of lading for accuracy. Does the description on the bill of lading match what we are hauling? Did you know that LME considers shipments that occupy more than 12 feet of a trailer to be "volume" shipments? We may be able to charge more for these shipments based on an individual customer's agreement with LME. Bring these larger shipments to the attention of your supervisor.

Billers and customer service representatives look at many bill of ladings every day. Each time that you view a document, check for important details. Is the customer requesting special services? Perhaps, there is a request for lift gate or inside delivery? Typically, we are able to charge a fee for these services.

The drivers who deliver our shipments can help make sure that LME gets paid for the services that are performed. Many customers will not pay us for a special service or a detention fee if we do not have this documented on the delivery receipt. Please take a moment before leaving for your next stop to be sure that we have a good record of the delivery that you just completed. This includes, documenting the arrival and departure times and noting if any special services were performed and have those services acknowledged on the delivery receipt by the party who is receiving the shipment.

That's all the space that I have for this edition. Next time, we can review how the contributions of other valuable employees such as sales representatives, front line supervisors, dock workers, linehaul drivers and shop employees can impact LME's pricing and costing.

Stephanie Masteller - Pricing & Costing Dept

SAFETY & RECRUITING

CINDY SENFTNER — DIRECTOR OF SAFETY

**SUMMER!**

"BASEBALL, HOTDOGS, APPLE PIE AND CHEVROLET". Some of you may remember that slogan from the 1970's Chevrolet TV commercial. I don't know why but when I think of summer that slogan comes to mind. Summers are short in our region so we try to take in as many activities as we can while the weather is nice. With the longer days you may be staying up later and not getting enough sleep/ rest. Not getting enough sleep can leave you feeling fatigued!

Fatigue – Extreme tiredness, typically resulting from mental or physical exertion or illness

Highway Hypnosis (also known as White Line Fever) – A mental state in which a person can drive a truck or other automobile great distances, responding to external events in the expected and correct manner with NO RECOLLECTION of having consciously done so.



Did you know that many critical crashes occur in the summertime when road and weather conditions are perfect? Why? Increased risk of driving while too fatigued is one likely answer. Most of us can relate to feeling fatigued at times and many of you have probably experienced "highway hypnosis" or something similar. Driving fatigued is a big problem. It affects our judgment, alters our perception of what's going on around us, slows our reaction time and can lead to an accident. Fatigue can also be caused by sleep apnea, a serious, potentially life threatening condition. If left untreated, a driver with sleep apnea is 7 times more likely to fall asleep behind the wheel.

Driver fatigue has been labeled as the No. 1 reason for serious and fatal vehicular crashes and is one of the hottest safety topics in the trucking industry today.

The **National Sleep Foundation** suggests the following in an effort to get a better restful sleep period:

- Try to maintain a regular sleep schedule, waking at the same time every day. It's important to keep your "body clock" on the same schedule.
- Avoid stimulants like caffeine or sugar within six hours of bedtime.
- Don't drink alcohol close to bedtime or when you are sleepy.
- Try to relax close to bedtime, have a light snack.
- Exercise on a regular basis, but not close to bedtime. Your body needs time to "wind down" from exercise.
- Stay away from bed until you are ready to go to bed.
- Avoid sleeping pills or medication.

Here are some suggestions to help combat that sleepiness while driving.

- Get enough sleep the night before. Sleeping less than 6 hours increases your risk of falling asleep at the wheel.
- Don't drive when you are sleepy.
- Get out, walk around the vehicle, and stretch. Stop sooner if you become sleepy.
- Avoid heavy foods
- Keep your vehicle well ventilated
- Keep your eyes moving – don't allow your eyes to become fixed on the road
- Wear good quality sunglasses when necessary
- Stop periodically for rest and light exercise
- Listen to the radio, sing, chew gum, etc.
- If you become drowsy, stop and sleep



Tidbit: 11 People die each and every day in an accident involving a big truck. 70-80 people are injured every day in accidents involving a big truck.

Let's not be part of those statistics.

Be SAFE and enjoy your summer!

FRAN'S BIRTHDAY AUGUST 3RD



DRIVER OF THE MONTH AWARDS:

Stu Smith of the LME WLO Terminal

Stu has been with LME for 14 years and is the Senior Driver at the WLO Terminal.

He is the first driver in to work every morning and his knowledge of the area and our customers is invaluable in helping get the morning routes set up.

His work ethic and dedication are evident every day. He is one of our Drivers that show by

example what a Professional Driver is supposed to be.

Stu is also eager to help out when the office is in need of some help during the busy inbound period of the morning.

Congratulations Stu!

Braun Ogea—WLO Ops Manager Danny Batt - DSM, FTD & WLO Terminal Manager



Danny Batt Stu Smith Braun Ogea

APRIL 2016 Driver of the Month

Gary Hedberg of the LME CGO Terminal.

Gary has been with LME since 11/26/2014. He has had no accidents, Incidents, or injuries in the time he has been with LME Chicago.

He started as a volume driver for our city operation and earned our West Chicago route shortly after starting with us.

The customers in the route have advised their gratitude in Gary's performance both verbally to management and on several delivery receipts.

Gary's "can do" attitude has helped our operation grow with customer confidence in our service. When asked to assist with numerous "out of the box" missions such as: weekend work, assisting LME with the opening in IND and others, he never hesitates and is always there giving 110%.

A true asset to LME and a pleasure to work with.

Kevin Cracco - CGO, IND & RVT Terminal Manager



Kevin Cracco Gary Hedberg

MAY 2016 Driver of the Month

Kirk Raymond of the LME KCS Terminal

Kirk is a very conscientious Driver who is dedicated to his profession. Kirk is Safety First. Every night when he arrives to work, he does a very thorough pre-trip inspection of his tractor before ever hooking to his trailer. Once hooked, he does the same thorough pre-trip to the trailer. Kirk runs from Kansas City to the Malcom, IA meet/relay point. If Kirk needs to run beyond the meet point, he will go the extra mile to make it happen. Upon his return to the Kansas City Terminal, he performs a thorough post-trip.

Kirk is a Safe & Courteous Driver and always aware of others he is sharing the road with.

Kirk always goes the extra mile when it comes to maintenance and safety. He has the cleanest truck in Kansas City and cleans that truck out every day.

Kirk takes pride in his work and we are happy to have him as a Driver on the KCS Team!

Pat Hilke--KCS & SLU Terminal Manager



Kirk Raymond Pat Hilke

JUNE 2016 Driver of the Month

CONGRATULATIONS TO THE 2016 DRIVER OF THE MONTH RECIPIENTS!

HR/BENEFITS

CHRISTY JOHNSON—HR/PAYROLL MANAGER



As everyone should be aware Transamerica made some changes to our plan. We are now under a new contract with less fees and better choices. Please make sure to go out and update your beneficiary online at <https://www.ta-retirement.com>; while you are online check out the many other things you can do like increasing your contributions or change your allocations or see if you are on track for retirement. If you have issues contact Transamerica directly at 1-800-401-8726 from 7am-8pm Monday thru Friday.

For those employee's that are on our health insurance plans don't forget that Medica will pay you for going to the gym. Log on to **mymedica.com** and click on the Health & Wellness tab to learn more about the requirements.

As always if you have any changes or questions I can be reached via email at **CJOHNSON@LME4ME.COM** or phone between 6am-3pm at 651-286-6406.

CINDY SENFTNER NAMED VP OF SAFETY & COMPLIANCE

We are pleased to announce that Cindy Senftner has been named Vice President Of Safety & Compliance.

Cindy has been with LME for over 11 years, most of which has spent dealing with safety, work comp and compliance issues. She demonstrates a high degree of professionalism in her daily activities and we are proud of her accomplishments.

Congratulations Cindy!

Roger Wilsey - Owner/CEO



WELCOME TO THE LME TEAM

APRIL 2016

CGO	OFC	BRYAN E PENA
CTL	DRV	DANIEL J HELGET
DSM	DCK	TOUM T THOUNSKANE
DSM	MGR	DANNY L BATT
FAR	DRV	CHRISTOPHER J SEMMENS
FAR	DCK	WILLIAM M FLAIG
FTD	DRV	KIRK D TEMPLE
KCS	DCK	ALBERT J VAN HOECKE
KCS	SUP	CHRISTOPHER M CURTIS
RIL	DRV	JAMIE H DECKER
RIL	DRV	RYLAN J SPENGLER
RIL	DCK	DENNIS A FARRELL
ROC	DRV	KEVIN L LENTZ
SLU	DRV	STEVEN M WITTNER
CORP	CORP	CHARITY M HUNTER
CORP	CORP	KAYTY J GUY
SUP	DRV	MATTHEW W HEDBERG

MAY 2016

KCS	OFC	CAROL S BUSH
RIL	DCK	ALEXANDER R WELLS
CORP	CORP	PAYING LO
GRF	DRV	DAVID M STEVENS
CGO	DCK	DAVID GARCIA
CORP	CORP	MAI Y YANG
CGO	DCK	JAMES P FOX
ROC	DCK	JACOB R GUNDERSON
IND	Ops MGR	BRIAN E RIORDON
JVL	DRV	JOHN T SCHAFFNER
SUP	DRV	CODY S ISAACSON
SXF	DRV	FAISAL KALIL
APP	DRV	THOMAS C EINBERGER
RIL	DCK	EDWARD RAYA
RVT	DCK	ALEXANDER R CHASTAIN
WLO	DRV	MICHAEL J MCDANIEL
SXF	DCK	JAMES C MAYNARD
RAP	DRV	LEROY D BROOKS
SXF	DCK	TRAVIS J JACKSON

JUNE 2016

KCS	DRV	BENNY L COOK
DSM	DCK	CRAIG A KERN
EAU	DRV	MARK E PEAK
OMH	DRV	SCOTT A DAYTON
CGO	DCK	OMAR GONZALEZ
CORP	CORP	TRAE N TORGERSON
CGO	DCK	STEVEN M ABSHER
BIS	DRV	TIMOTHY W BROWN
CGO	DRV	JOSEPH N TAYLOR
EAU	DRV	KEVIN R BULLARD
CORP	CORP	JACLYN SCHNELL
CORP	CORP	STEVE YANG
DSM	DCK	BRETT L VARCE
CGO	DCK	ARIAN W SOTO



LME “SHOUT OUTS”

OUR #1 ASSET = OUR EMPLOYEES



A “SHOUT OUT” to **Brianna Lien** (WAT Office/Customer Service), member of the LME WAT Team since 2014.

Brianna Lien has been more helpful than I can say, working out a rough reconsignment with me. She has been amazing! Tyler in dispatch has also been incredibly helpful! He managed to recover the above freight from our Hudson dock about 20 minutes after we realized we had it. Please give them a shout out from me!

Thank's again for all of your help, I really appreciate it!

Amy Wilmeth—Valley Cartage Logistics Specialist

A “SHOUT OUT” to **Jason Searcy** (STC Driver), member of the LME STC Team since 2000.

Jason sent out detailed instructions to manager regarding the handling of a specific customer that was going to be moving to another location which was in another terminal's territory. Those instructions included specifics on when shipments should be expected and size of those shipments inbound to that customer. It also included contact info and valuable facility info. Jason's concern to insure this customer continues receiving the great service that Jason and the STC terminal have been providing is very admirable and appreciated.

Jerry Kilby—LME STC & SUP Terminal Manager

A “SHOUT OUT” to **Tammie Christensen** member of the LME Team since 2000 & Brandon Budach member of the LME Team since 2005—**CORP Rates & Corrections**

I want to give Brandon and Tammie a shout out please. They are always so willing to help and explain and go above and beyond and am so grateful for them and their knowledge!

Carrie Winger - LME Credit & Collections Manager / CORP

A “SHOUT OUT” to **Brandon Moser** (ABR Driver), member of the LME ABR Team since 2013

Thank You to all of you at LME. Your driver Brandon is a great salesman for the company and is a big reason why we use LME !!

Mark Gramm - RACEWEST - Ipswich, SD

A “SHOUT OUT” to **LME Operations Team** (ALL Terminals).

A “Thank You” to ALL for providing a great service product. “Tell your operations team, they get a big thumbs up”

Richard Green - Brake Parts Inc.

A “SHOUT OUT” to **Chris Hanes** (Revenue Accounting Mgr) & **LME**

“You Rock”. Thanks! By the way, I have a new customer that I have been sending a lot with LME and he is loving it, keep up the good service!”

Pablo Jurpik - King Solutions, Inc.



IT / MIS - INFORMATION TECHNOLOGY-DEDICATED TO KEEPING YOUR COMPUTERS & PRINTERS UP AND RUNNING 24/7

DAN STADICK-VP IT/MIS

Another big project was completed on Memorial weekend as we took apart our whole computer system, packed it up in 3 vehicles and moved it across town. Put it all back together and had it up and running by Monday, May 30th. It is now in a secure Tier III storage facility which has multiple battery backups and generators. These computer

storage facilities are becoming very popular along with Cloud computing. With our production computers there, corporate is now our backup center and we mirror the data from Data Bank to New Brighton. Just another step in keeping all systems up and running 24/7.

Dan Stadick—VP MIS



LME

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We are on the web: www.lme4me.com

LME Mission:

To provide transportation services that consistently exceed the expectations of our customers while achieving managed profitable growth and employee recognition.

A new addition to our LME Newsletter. In each issue, we will include a recipe from a member of the LME Family. The recipes we will pull from, were submitted last year in an effort to create an LME Recipe Book.



Loved recipes Made by our Employees

Broccoli Salad by JoEllen Zaremba, CGO Sales

1 large head of broccoli

6 to 8 slices cooked bacon, crumbled

½ cup chopped onion

8 ounces sharp cheddar, cut into very small chunks

2/3 cup mayonnaise

2 tablespoons white wine vinegar

¼ cup sugar

½ to 1 cup dried cranberries (your preference, gives it a bit of sweetness)

Sunflower seeds (your preference, gives it a nice crunch)

Pinch of salt and freshly ground pepper



Directions

Trim off the large leaves from the broccoli stem. Remove the tough stalk at the end of the stem and wash broccoli thoroughly. Cut the head into flowerets and the stem into bite size pieces. Parboil the broccoli for about 2 minutes and rinse in cold water. Drain thoroughly. Place in a large bowl and add the crumbled bacon, onion and the cheese cubes. In a small bowl, combine the remaining ingredients, stirring well. Add to the broccoli mixture and toss gently. Refrigerate for at least 2 hours, as it tastes best when very cold.



Q U A L I T Y . S E R V I C E . V A L U E . A L W A Y S .