

# Happy Holidays



## BIG BLUE *news*

MAGNUM COMPANIES QUARTERLY NEWSLETTER | Q4 2020

**As we approach the new year, we must look back and remember the events that will go down in history. Magnum Companies has faced many challenges in 2020, but navigating the pandemic was the top for many reasons.**

We would like to thank all of our employees, customers and vendors who continue to provide Magnum with the freight, equipment and resources to keep us moving forward. With the vaccine being distributed, we need to remember the pandemic is not over and Magnum must continue our safety measures in 2021. All Magnum Employees play a critical role before, during and after the pandemic as an essential work force. Transportation is a key element in America's daily functions to keep the recovery moving forward.

2021 will be no different for Magnum Companies as growth will once again be the agenda. We recognize we cannot do this without all our employees and appreciate all you do for the organization. With the growth of Magnum, technology will play a large part in our growth and efficiencies in 2021.

Along with the growth and continued footprint expansion come opportunities for employees, customers and vendors.

As the Management team of Magnum, we would like to wish everyone a Merry Christmas and a Happy and Safe New Year.

*Magnum Executive Team*

## Magnum LTL – Focused on Service

First off, I would like to wish everyone a Merry Christmas, and never have the words “Happy New Year” had more meaning than it does this year. Everyone is well aware of the struggles that many of our communities have experienced over the last year, but I am happy that the transportation industry and more so the people that work in this industry are recognized as “Essential” workers. We at Magnum have known this for a long time and are very thankful for the people we have in our company. Over the last year Magnum LTL has been able to expand and grow our service area and have added some great people to new terminals in St Cloud MN (STC) and Rock Island IL (RKI) as well as adding more staffing at existing terminals to service the ever growing demand from our customers. Finding and adding good people to our company is not easy to do, and this year has been more difficult than in the past, so we are grateful for the essential people we have added.

So what is the plan for Magnum LTL in 2021, our goal is to focus on service. This is not a new goal for us, but more so a refreshed goal with more attention to detail. With the addition of new terminals, new service areas, new customers and new freight, this gives us the opportunity to address and review how freight moves in our network. What opportunities do these “New” items bring to Magnum? Over the last 6 months we have had daily communication on service levels, lane density, lane capacity, and what could we have done differently. These communications have fostered some great conversations at all levels in our operations. How would this change impact Dispatch, how would this change impact the outbound dock, how would this change impact the inbound dock, how would this change impact our customer base? We have a lot of people, doing a lot of tasks, and at the end of the day the goal remains to move the freight as quickly as possible and provide the service the customer expects.

By doing this, we are planning for growth in 2021 and we look forward to the many opportunities that will be presented to us. I would like to thank all of our employees for the work that they do, and all of our customers for their continued trust in Magnum LTL to be their transportation provider.

Scott O’Keefe, **VP – Operations & Yield**



## Magnum LTL Sales

I am going to date back to when I first interviewed for an LTL sales job. Most LTL companies pay their salespeople a salary. The job I had in sales before getting into the LTL business was straight commission. The motivation to work on straight commission is to earn a paycheck at the end of the day. If you do not work, you do not get paid. So, I was asked what would motivate me to work if paid a salary. I hesitated and before I could answer the question the VP of Sales for the company that I was interviewing with answered it by saying “your motivation should be to help keep people employed so they can put food on the table for them and their families. The answer to this question has stuck with me ever since and has played a huge part in my motivation in sales. I added to it by saying “to create jobs as well”. This is our goal.

Our sales team has many other goals besides the one above. We have company goals and individual goals. Our number one goal is to meet or exceed our company budget which leads to the overall goal mentioned above while doing this we want to keep our customers happy by providing the best service possible. We have individual daily, monthly, quarterly and yearly revenue goals we need to meet. We have goals for number of leads to bring to the table, number of leads to convert to an account, number of phone calls we need to make, how many emails we should send and face to face contacts we should make. These are some of the goals we need to make to get to the overall goal.

Our goal for 2021 is to meet or exceed our company budget while providing the best service to our customers as possible. By service, I am not referring to transit times. Service could be simply communicating and getting back to them in a timely manner. We also want to make sure we communicate better internally and push teamwork as much as possible. Sales is just part of the equation. We all need to work together as a team to be successful. And we cannot work together if we do not communicate. If we all strive to meet our goals, we will be successful in maintaining our great culture we have here at Magnum.

We would like to thank each one of you for the work you have done. We truly appreciate it. 2020 was a different kind of year. We want to wish you and your family a happy and healthy new year.

Roger McGillis, **VP of Sales and Customer Service**



# A Partner's Perspective

Interviewee: Hector Ferrell, Vantix Logistics / McLane Food Service. *Transportation Manager*

## **Can you share a history of our partnership from your perspective?**

Magnum has been doing business for about 15 years. I remember that first day that you came in the office! We were impressed with what Magnum had to offer, and began doing business soon thereafter. We have built it year over year. We've built both a partnership and a friendship along with that.

## **Why does Vantix continue to partner with Magnum?**

The service and professionalism that you guys bring to us. Being able to handle the business with the ups and downs. We can always count on Magnum to honor their commitments throughout the market changes that happen each year.

## **What are some of the biggest challenges facing Vantix & McLane Food Service today?**

The biggest thing is trying to find reliable carriers that honor their commitment. We know market always goes up and down, it's hard to find someone who stays true to their commitments.

## **How does Magnum help alleviate challenges in your day to day operations?**

Magnum is proactive with customer service, so we are aware of any issues. If there is a problem, or capacity is an issues, Magnum Operations offers alternatives for covering the freight.

## **Where do you see our partnership in 5 years?**

We'd like to see it doubled, the challenge is finding the right fit that works for both companies with capacity and rates.

## **If you had a wish list of something Magnum could do more of, what would it be?**

Expand the footprint a bit, perhaps consider running California

## **On a personal note, what is a fun fact about yourself that no one at Magnum might know?**

Biggest thing I like to do is going fishing, and I don't get to do a lot of it. I don't do it enough. Really enjoy fishing and the outdoors.

## **Any closing comments or thoughts?**

The professionalism and honesty in our relationship has allowed us to grow year over year and allowed both companies to be successful

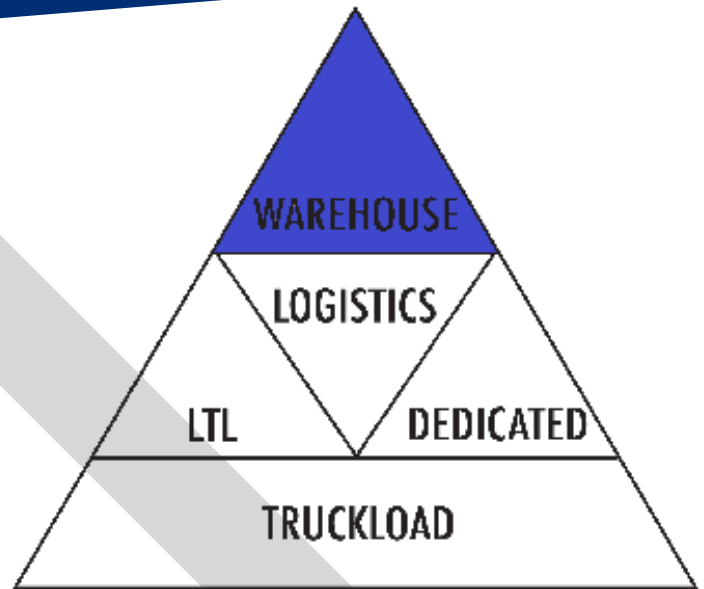
Andrew Kaleida, *VP of Strategy & Profitability*



## SEASONS GREETINGS

### FROM THE WAREHOUSE TEAM

All the warehousing groups have had a stable second half of the year after some ups and downs in the manufacturing sector that we serve. With the agriculture being our countries heart monitor, it is good to see some stability back to this need for machinery to work the land. 2021 will mark 1 full year of working with our new WMS, Excalibur by Camelot. The Excalibur team down in Charlotte, NC has been amazing in helping us implement this robust warehouse management system. As our 3PL warehousing client base continues to grow, Excalibur is allowing us to scale and adapt to any client request as well as attract new clients with its various capabilities. From point-of-receipt all the way through to billing, this tool is ensuring accurate and efficient warehouse operations. Currently, we are working with accounting to leverage a module that seamlessly automates the billing/invoicing process from Excalibur into our Great Plains accounting system. As we continue to tailor Excalibur to our needs, we look forward to seeing how it can serve us in the new year!



### MagNorth team update

Our MagNorth team has had a very exciting 2020 with some new staff and added kitting. We have had a lot of fun with all the changes and are ready for the whatever challenges come. The MagNorth warehouse team services the John Deere Seeding factory in Valley City and we put our best foot forward to keep them running on time. Our kitting team assemble's raw steel tube and plate kits for John Deere to help them keep their overhead and storage to a minimum. Our kitting department over the past few years has grown from single person to a 4-person team with all the new kits coming our way as John Deere continues to enjoy the quality service we add to their operations. Our shipping and receiving teams have worked hard to keep parts moving in and out daily as well. The MagNorth supervisor team would like to thank all our hard-working staff for helping when we needed to pull out some short notice changes for our customer!

### MagWest team update

Mag West is a little different from our other warehouses in Fargo but like our Coon Rapids warehouse in some ways. We also service CNH as does MagCorp, and MagNorth is dedicated to serving our John Deere customer. At Mag West we store many different product types and for several different customers. It can range from tractor parts to food grade products. Most of our activities are pretty much all full pallet pulls which enables us to get by with fewer employee's. We have a joint venture with our Coon Rapids warehouse to implement and on board a new warehouse management system that both bills and helps control inventory. Customers can track their inventory via online sign in which also helps with less admin time to become more efficient. With having food storage, we need to go through a strict AIB audit once a year we scored very well in our 2020 audit. The group here at Mag West is very proud of our great food grade audit score this year as it really is a great deal of work to accomplish this goal.



From all of us at Magnum Warehousing we would like to wish everyone at Magnum to have a Merry Christmas and a Happy New Year!!!

Joe Lusty, *Warehouse Manager*



## *Moving forward and Moving on*

As we all know, 2020 has been a roller coaster of a year in all aspects of business and life! We wish everyone good health and good fortune as we work through these trying times. While we must be wary of the current events, we must also make sure we are keeping our eyes set on the future. In doing this the Truckload division is currently in the works of implementing a new TMS (Transportation Management System). The current TMS system has served us well over the last decade, but its time for some upgrades! Our ability to service customers at a high level has been a pillar of our business year in and year out. Our new TMS will provide us with many new features that will continue to drive our service and network efficiencies. Customers can expect improved visibility of their freight, and added efficiencies in planning and capacities. Our drivers should also see a number of benefits from this change. Overall the dispatch team is very excited to add this to our arsenal and to start maximizing our abilities within it.

Additionally, before we close out 2020, we are eager to share some new Recognition and Philanthropy that we have added to our portfolio this year. In July of 2020, Magnum was nominated for the Best Fleet to Drive for award given out by the TCA (Truckload Carriers Association). The process since nomination has included a number questions and interviews with the TCA group, along with driver surveys to be completed. In late November, Magnum was notified that we had qualified as a Finalist in the process. We are very excited that we were nominated for this award and will continue to work hard to be the best fleet we can be. The award for this is handed out in January of 2021 ....stay tuned!



Another program that Magnum is participating in this year is Wreaths Across America. Within this program, we deliver truckloads of wreaths to assigned cemeteries to be laid at the headstones of our fallen Veterans. Over the years I have had a number of drivers ask to participate in this event, but it wasn't until this year that it all aligned. Being a Veteran owned company, this is a cause that we deeply believe in as well as value the many Veterans that we employ! We can't say enough for what all of the Veterans, past, present and future do for us! We plan on continuing this participation in the coming years.

Happy Holidays, Stay Safe and Stay Well!  
Chad Nielson, **Director of Operations**



*Thank you, Tony*



## *Dedicated 2021 Goals*

2020 has been a challenging year for many including Magnum dedicated. The challenges faced by the Magnum Dedicated team were in most ways related to growth efforts and business expansion opportunities. Through these uncertain times Magnum dedicated expanded business in two markets (Chicago IL and Shell Rock IA) with new customers such as John Deere, Watco, Kraft, and R&L carriers and continued to expand the Minneapolis and saint cloud business units. The business expansions and willingness of all Magnum Dedicated employees to contribute to the expansion efforts has helped management set goals for the new year.

Magnum Dedicated is truly looking forward to 2021 and the continued expansion and maturing of these 2020 growth efforts. We have set continued expansion goals for both of our new locations as well as further expansion in the Iowa market with our sights set on Des Moines, IA through a partnership with current customers WestRock and John Deere. We would like to thank all our employees for their hard work through the uncertainties of 2020 and for the efforts to grow our business through 2020.

Ryan Shaw, *Director of Account Management*

## *The Logistics Technology Train*

It is everywhere in our lives and it is vital for our success. Transportation is no different to any other industry in its need for an efficient process to deliver product. It plays and will play an even bigger role to the customer facing side of the solution. Magnum Logistics has some very exciting technology initiatives for this next year, so let me walk you through a few key areas and how everything is evolving, in a fast but good way.

Software upgrade slated for Magnum Logistics will allow us to better position our self for future growth in the brokerage industry and streamline many areas that are currently a manual process. This change will improve our efficiencies and get us back on target for growth/revenue growth. In todays world you must be able measure your success or failures and if you cannot then you will fail. The software upgrade will improve our reportability along with identifying trends quicker, along with predicting the future...do not quote me on that and no this is not a crystal ball, but we will have more confidence in pricing the market. Logistics will also be adding pricing software to our toolbox. We have partnered with a few groups that specialize in historical rate data tracking and trending of rates/seasonality. This will be so very important as we expand our focus and move into new regions that we have not had experience in before. It is quite amazing what is out there for data but how you interpret/use it is the key.

Do you enjoy being able to track your personal shipments daily and/or know where they are at without asking? I doubt that anyone does not, and this will be standard as this industry evolves quicker to online purchases. The consumer is accustomed to this and it has changed not only small package delivery but also larger shipments/truckloads of industry specific freight. We in Logistics have integrated automated tracking for some shipments and plan to have automated tracking for all brokered shipments soon, which will touch all parties in the supply chain. Magnum Logistics is building partnerships for the future with our carriers/customers to enable growth and achieve success for all.

We in the transportation industry must be ready for change and adapt to the new information highway or risk being phased out. How can we do more with less you ask? The answer is automation throughout the supply chain horizontally and vertically. Magnum's technology budget has become so very important to our success and we all ride this train...although some days it feels like a bullet train. So, grab your ticket and be prepared for an exciting ride! - **The Logistics Team**

# MARKETING *News*

This year has been a busy one for the Magnum Marketing Department. From a new website to Driver Appreciation week and everything in between. Other tasks we have completed this year has been boosting our presence on Social Media, Video and Photo shoots, work with LTL and LTD on a special projects, Marketing propaganda, become more involved in the community and much more. This year we also worked with the driver recruitment team and converted **www.drivemagnum.com** to be a driver recruiter tool. Check it out when you get a chance!

With 2021 on the horizon, we have more projects coming up to boost Magnum's Brand Awareness, to not only our local communities but Nationwide. In this last year we grew our Facebook account by 25k followers and it is our goal to grow all of social media platforms close to that. With more photo shoots and videos planned for the year I think we can achieve these goals along with help from you! Yes **YOU!** Please continue to send your photos to [marketing@magnumlog.com](mailto:marketing@magnumlog.com). We love feature people pictures weekly!

Another project we will slowly be introducing this year is a few new TV display units at a couple of the LTL terminals. These will have information, facts, weather, pictures, etc on them for you to be more informed about what is going on company wide. This is a great form of communication for us as a company.

A few other fun Projects Marketing is working on:

- Google Analytics, Google Ads and Google Business
- Making the Magnum Clothing Store have a larger variety
- Employee Events and Programs



We look forward to seeing Magnum grow this next year. The Marketing department is constantly working to make Magnum an active member in its 20+ communities. Thank you for a wonderful year of Marketing! Happy Holidays!

- Katie McPherson, *Marketing*



MIKE B.



ANGIE K.



VICTOR B.



@Magnum Companies



@Magnum\_Trucking



Magnum Companies



@magnum.companies

We post daily; fun facts, celebrations, giveaways, position openings and more!

Here are a couple photos submitted recently from our drivers all over!

We enjoy seeing our trucks on the road and hearing where you are and where you've been! Have a cool photo you want to share with us? Please send them to [marketing@magnumlog.com](mailto:marketing@magnumlog.com)

## MAGNUM CLOTHING STORE

Don't forget about our Magnum Clothing Store! We've been working with Rambow for almost a year now and we couldn't be happier with it, (and we hope you are too!) **If you do not have an account set up, please feel free to set one up yourself!** Please visit the store our website under Employee Portal > Company Store

**AS A REMINDER: We are no longer doing anniversary jackets!** We are doing store credit, that way employees can purchase whatever they would like with their allowed money they receive for the years of service.

**Years of service recognized in this program:**

**1, 5, 10, 15, 20, 25, 30, 35+**



*Looking to spend your  
Magnum Clothing Store dollars?*

## 2021 Winter Clothing Program

### **January 4-17 ordering time frame**

*4 new items added to the online store, 3 Colors (Navy, Charcoal & Black)*

<https://magnumlog.com/employee-portal>  
then click on Company Store



Zipper hoodie  
identical to regular  
hoodie shown here  
also available





# TRACTOR SHOP

*news*

Merry Christmas and Happy New Year to all with in the reach of this newsletter. Now more than ever, we recognize the true value of our employees and customers in this Covid environment and I need to complement the Magnum Maintenance Staff as we have not had any major interruptions of service for the 9 months of the pandemic, thank you all.

We have been blessed with some very nice weather for few weeks and it makes a huge difference in accidents and expenses. The first snowfall of the winter saw several Magnum trucks involve in costly accidents and I really stress that drivers need to be careful and prepared for winter driving. One of the best preventive maintenance procedures drivers can do is keep a well lubed 5th plate which allows the trailer to follow the tractor instead of pushing the tractor. We will be happy to share tips and tricks for winter operations.

Remodeling progress had been moving along quite well at the Fargo tractor shop. The Fargo tractor shop is currently operating out of the new addition on the north side of existing shop. We are looking at getting into the remodeled side around the first of February. It is fun to watch the progress on the remodel as the rooms are framed out and you get a good feel of what the final product will look like. The driver's area with the with the high ceiling and open floor plan is a welcomed addition for Magnum drivers. Thank you to Magnum owners for this first-class facility.

Merry Christmas and Happy New you from the staff at Magnum's maintenance shops in Coon Rapids and Fargo. Enjoy the season.

Randy Gilbertson, *Director of Equipment & Maintenance*



## NEW YEAR – NEW GOALS – NEW SUCCESSES!

With everything that has transpired throughout 2020 with COVID-19, it can be difficult to see the successes that have come out of this year for Magnum. So, let's move past what has been a tough year to deal with and onto the successes of 2020 and what to look forward to in 2021.

### Successes

While looking through our safety KPI's (Key Performance Indicators) I could not find anything that Magnum as a company did not improve on over the past 1-2 years. No matter how minor or severe, Magnum calls anything that involves damage to equipment or property a crash. Anything from a dent on a mailbox to the total loss of a tractor/trailer is a crash. From the beginning of 2018 to the last few weeks of 2020, we have accomplished a 7% decrease in the number of crashes we classify as being preventable. With only a few weeks left of 2020, there has been 61 injuries reported company wide. In 2018 we had 97 injuries reported. This decrease in the number of injuries that have occurred has resulted in a 62% reduction in injury costs in 2020 compared to the injury costs of 2018.

A new position within the Safety Department this year has been the addition of a dedicated video coach. We use this position to coach our drivers on the videos that are tripped and help adjust any driving behaviors that are tripping videos. Throughout 2020, LTD has averaged 8151 miles/video tripped, LTL has averaged 5587 miles/video tripped, and DED has averaged 3918 miles/video tripped. If these numbers don't seem like they are anything special, the industry average for miles driven/video tripped is 600. Thank you, Magnum drivers, for your willingness to learn and adjust towards becoming better drivers.

Lastly, everyone's favorite, Infnit-I Training. Every Magnum employee is assigned monthly online training through Infnit-I. Company wide we had a 93% completion rate with monthly training in 2020 compared to an 86% completion rate in 2019.

### New Year – New Goals

Some big projects happening within the Safety Department going into 2021. We have started working on revamping our current Safety and Health Program. The new program will be called Magnum's Safety Management Program and is being built from the ground up. Over the past couple of years, we have seen and accomplished many improvements with safety within Magnum. This program is designed to take safety to the next level.

Early in 2020 Magnum started a process of Enterprise Risk Management (ERM). ERM is used to identify, assess and prioritize the risks inherent within Magnum. When these steps have been completed, we then decide on a deliberate, strategy-based method to address each risk that threatens the success of Magnum. COVID-19 had delayed the start of this process but we have recently started it up again. More to come in 2021 with ERM.

Something new and exciting for our Safety Department is the addition of a new software. Going into 2021 we will begin using JJ Keller's Encompass and Safety Management Suite. These programs help the Safety Department move everything electronically, stay compliant with DOT and OSHA regulations, and provides tools to develop, implement and maintain a compliant workplace safety program.

To keep up with the overall growth of Magnum, we will be adding a couple new positions to the Safety Department throughout 2021. One of these positions will be an employee who is based out of our Coon Rapids facility.

### Thank You Everyone

We took some big steps forward this year when it comes to safety at Magnum. We could not accomplish these safety improvements without the help and participation of all employees. Don't underestimate your importance or the impact you can make at Magnum. You can make a difference! On behalf of the Magnum Safety Department, I would like to thank everyone for their hard work during this difficult year. Better things to come in 2021. Make safety your goal and 2021 Magnum's year of safety!

Happy Holidays to you and your family!

Bryce Allickson, *Safety and Compliance Manager*



# HUMAN RESOURCES *news*

Many changes are afoot as we look towards our plans for your 2021 Human Resources team. Most notably, the Magnum Recruiting team has officially joined our team. As we move our strategy under one umbrella, we feel we will be able to provide better, more consistent support for your employment needs. Now you will be able to reach the whole Human Resources and Recruiting team by knowing just 2 email addresses.

- Human\_Resources@magnumlog.com
- Recruiters@magnumlog.com

Speaking of... Magnum is growing. We are looking for top talent in many of our divisions. So go ahead, send over your driver and employee referrals! You may be eligible for a referral bonus. Don't have a referral, but you have a question, reaching us via email just got so much easier!

As we all take some time in the near future to make our goals and plans for 2021, I know we all have a lot of recovery from the unexpected that we experienced in 2020. Don't forget that Magnum offers some resources to help us with that Journey. You can reach out to the Employee Assistance Program for help with your specific needs. You can contact Unum at the phone number and website below.

1-800-854-1446 or [www.unum.com/lifebalance](http://www.unum.com/lifebalance)

Erin Bahr, *Human Resources Manager*



## IT *news*

With 2021 a few weeks away Magnum Information Systems has been busy looking at the landscape of our cybersecurity. We are looking hard at the risks and considerations for the coming year.

### ***Remote workers will be the focus of cybercriminals through 2021.***

Cybercriminals will always follow users and launch attacks that exploit their behaviors and habits. We saw this very clearly in 2020 when employees suddenly became remote workers to comply with stay-at-home COVID orders, and their use of technology and devices shifted. Cybercriminals took advantage of this disruption to launch phishing, vishing, ransomware, and a whole slew of other attacks that targeted gaps in our security postures. Microsoft Office Email was hit very hard.

Thus far in 2020, our continued software projects such as WVD "App-TMW" support remote work efforts without cybersecurity breaches and malware infections. Many other organizations have had to rethink their approaches to security and cybercrime with extended downtimes and local FM areas software breaches. Magnum's move to a secure Microsoft Azure platform has segregated us from many forms of attacks.

### ***Legacy security architecture like VPNs will be the weak link for many organizations.***

To quickly ramp up remote operations and comply with stay-at-home desires, many organizations looked to legacy security architectures like VPNs as a solution for remote work. However, this is not a sufficient long-term solution as VPNs introduce latency, hamper productivity, can be difficult to scale, and can grant employees excessive access to internal resources.

VPNs also represent significant liabilities as they exploit unpatched VPNs with ransomware. Even a "perfect" VPN setup and deployment is vulnerable to attack. We recognized this in early 2017 and began our efforts to remedy this with new hardware and software. Our approach has worked and in 2020 we have replaced and hardened our VPNs at locations in our geo footprint. As we move into 2021 we see that our efforts will need to remain steady if we are going to stay ahead of cyber criminals. Please watch your email closely and don't immediately click on attachments that you see. If you have a question please contact Magnum Information Systems so we can assist with any suspicious messages. Happy Holidays to everyone!

**Magnum Information Systems.**

# LTL NORTH REGION

news

2020 has been a very challenging year for us all. With many uncertainties across the country due to the pandemic that we are in, we have continued to see excellent growth in the 2nd and 3rd quarter throughout the region. I would like to highlight a couple terminals in the region that have seen very strong growth numbers in 2020.

Year to date the Fargo terminal has seen an increase in total bill counts by 21%, with the outbound accounts increasing bill counts by 15%. Our Grand Forks terminal has also seen very strong bill counts this year. Total bill counts have increased over 17%

and outbound bills have increased by 28%. With the increase in work load we have still done an outstanding job at keeping safety at the forefront of our employees and have continued to decrease our safety score through the 3rd quarter. Without all our dedicated employees throughout Magnum we would not be able to provide the service to our customers that they have been accustomed to over the years. It takes a very good team to continue to see growth numbers like we have experienced in 2020. I would like to thank all the employees for all the hard work they have put in for the company and look forward to seeing what challenges we can overcome in 2021. Happy Holidays!

Craig Mahan, *North Regional Manager*



# LTL WEST REGION

news

We start to celebrate the Christmas season; Ken Peterson starts to celebrate another accomplishment in life! Ken has been running line haul for us since August of 2013 and is retiring in December. He is a very festive fellow as you can see from one of my favorite pictures of our Bismarck Team. This is not to say that we will part company. Ken plans to remain on the team running fill-ins for vacations, illness and heavy freight times. He says this will give him some extra 'fishing' money.

He has many interests to keep himself busy, camping, hunting, fishing year-round, home improvement projects and of course time on the Harley! (Which is red like Santa's sleigh as well) We want to wish Kenny the best of retirement and glad we will still get to see him from time to time!

- Eric Grove, *West Regional Manager*





# LTL EAST REGION *news*



*St. Cloud, MN*

volunteers from the STP D.C. help with getting this facility going we are forever grateful to those who helped with this start up and those who continue to support the new venture from a far. What a great example of teamwork! Currently staffed at 15 employees and just this week beginning a new distribution of our customers freight direct to Fargo to help speed delivery and reduce miles. We look forward to continued growth.

First off we from the East Region all 200 employees strong wish our Magnum brothers and sisters a safe and Happy Holiday season. I'll do a quick update on our two new terminal start ups this year.

Opened in March 2020. YTD so far has handled 30,000 shipments. The operation runs quite smoothly and will soon be adding additional coverage in the marketplace. We had many



*Lakeville, MN*

The company also is able to utilize the property to perform meets and turn to help move freight timely between ND and Iowa as well as Willmar and Iowa. Lakeville has handled over 65,000 shipments YTD and has vastly helped the D.C. stay current to service other needs. Again a hearty thank you to all who helped work at and with Lakeville while we staffed and worked through our first year of operations. Big things to come in the south metro market place stay tuned. I would be remiss not to thank our leadership team as well as these are but just two examples of vision to improve and build upon our network to allow our company and each of us to grow and prosper.

Our other new venture Lakeville opened in April of 2020. As you remember this is a redistribution center allowing Magnum to direct load our largest partner carriers shipments and by pass our distribution center again improving the service provided and reducing miles and cost. On any given evening we run multiple loads into North Dakota loaded direct for Bismarck, Minot, Grand forks and Fargo. Each evening Sioux Falls and Willmar MN also each get a load as well.



# LTL SOUTH REGION *news*

Special recognition to couple of our drivers going above and beyond the normal duties of delivering freight to our customers. Magnum LTL received a very nice email from the Regional Supply Chain Director with Avera Health in Sioux Falls stating the Avera staff that we deliver to in Yankton, SD O'Neill, NE Marshall, MN and Pierre, SD are very thankful for the quality, friendliness and professionalism of the Magnum drivers who deliver to the hospitals.

James Johnson (JJ) based in Sioux Falls – Delivers to the Yankton, SD and O'Neill, NE hospitals

Brandon Moser based in Aberdeen – Delivers to the Pierre, SD hospital

Don Vogelpohl based in Willmar – Delivers the Marshall, MN hospital

Thank you to these drivers and to all of our Magnum drivers who deliver our customers freight every day!!

On that same note we would like to add more great drivers like the ones we just spoke about to some of the new upcoming routes based in both our Rock Island and Des Moines terminals. One of goals into the new year is looking at expanding routes from these terminals to better serve our customers with better transit times and faster delivery to new towns in the new year. Look forward to the additions and plans in the new year!

Justin Leiseth, *South Region Manager*





# welcome to MAGNUM



## LTL

JAMES MOON  
ROBERT RYNSTAD  
DOUGLAS THOMPSON  
SABRINA BURNETTE  
DONTAE CHRISTIANSON  
SCOTT BELLA  
SHANE WILL  
COREY LEASE  
JAMIE BERTRAM  
TRAVIS AMSDEN  
CHRISTIAN CONNELLY  
JILL HARTKOPF  
LEOPOLD SIRUCEK  
CHAD BURNETTE  
CARTER BRUESHOFF  
COREY HEITER  
BRANDON BLAKE  
RODNEY WASHINGTON  
VAN MOUA  
DURESO KOJI  
BRIAN TIMA  
EARL WARE  
DEAN VALENTINE  
THEODORE FERGUSON  
WILLIAM MILLERBERND  
SAMUEL SWITZENBERG  
CORNELIUS JACKSON  
TIMOTHY THAYER  
RICHARD CALLAHAN  
PHILLIP CREEK  
CORYE MURRAY  
ERIC SHERMAN  
TRAVIS GERGEN  
DOUGLAS BLISS  
CONNOR OPITZ  
MIGUEL BAZALDUA  
DEVIN TAYLOR  
JOSHUA POITRA  
JAMIE WICKLANDER  
ERIKA DAVIDSON  
KEVIN NOHNER  
TYLER JUSCZAK  
MICHAEL JACKSON  
GIOVANNY LEYES  
CURTIS SCHULTZ

## LTD

JAMES EDWARDS  
EDWARD CROSSER  
RAYMOND VANDERWYST  
TYLER BUMGARDNER  
JEREMIAH WINKLES  
JAMES TUCKER  
ERIN BAHR  
GILBERT SCOTLAND  
MITCHELL MISKOWIC  
JACOB SMITH  
GARY WARD  
MATTHEW STADTMUELLER  
KEVIN LEWIS  
ANA DIAS  
EVAN SEBELIUS  
BRADEN HALVORSON  
ANTHONY TRUJILLO  
MICHAEL HATTEN  
BRYSON BROWN  
MIKELL HARRIS  
PATRICK LEWIS  
MICHAEL RONO

## LOGISTICS

GREGORY SAVINO

## WAREHOUSE

LISA LOVOLD  
JASON SAYLER  
KAWO FLAH  
BRIGHTON RESSLER

## DEDICATED

JOSEF SHOCKMAN  
AMAR MALDONADO  
JASON DAVISON  
DUSTIN WINDMILLER  
BRIAN KILSTROM  
JEFFREY ERICKSON  
RICHARD WOOTON  
PHILIP DOYLE  
ELIZABETH PIRDOR  
KROMA DAVIES  
KENNETH PLAMBECK  
TESSA CONNOR