

BIG BLUE *news*

Our Own Highway Angel

Pictured from left:
 Matt Gadberry
 Chad Stoinski
 Chad Nielson



Earlier this year one of our own found himself in a position to complete a heroic deed. On February 6th, 2020 at 6:33pm, Chad Stoinski (LTD Driver) was traveling down Highway 18 in South Dakota when he noticed a car on fire along the side of the highway. Chad slowly passed the car and noticed someone was still in the burning vehicle. Chad stopped on the side of the road, maintaining a safe distance with his equipment from the fire, grabbed his hammer, flashlight, fire extinguisher, and sprang into action.

When Chad got to the car, he noticed someone was passed out behind the wheel. It was later found that this individual had hit a deer which caused the car to start on fire and had passed out due to smoke inhalation. Chad broke the window with his hammer and opened the door pulling the person to safety. He then used his fire extinguisher to help control the fire and keep it from spreading and engulfing the entire car. After helping

control the fire, Chad then helped the victim into his truck, kept the victim warm and monitored their well being until First Responders arrived. If it wasn't for Chad's action, there was a good chance this individual would not have survived the fire.

Chad's story has been submitted to TCA's "The Highway Angel Program". This is a nationwide program that recognizes professional truck drivers who have selflessly helped others while on the job. Each year one Angel is selected as Highway Angel of the Year. We are all pulling for Chad to win that award this year.

On behalf of Magnum, I thank you Chad for your heroic deed and hope you have a long, successful career at Magnum.

Bryce Allickson *Safety and Compliance Manager*

THANK YOU

Each of these women have been part of Magnums Team for over 20 years! They are a vitle part of our company and we couldn't thank them enough for all that they do!



AMY HELGESON

Corporate Accountant

I live in a house full of boys! This includes four children (Nathan 15, Cory 11, twins Cooper & Parker 8) , two dogs (Chez & Max) and my husband (Sean) of 21 years.

I enjoy spending weekends camping with my family.

I love spending time relaxing at the lake and sitting around the campfire in the summer.

I volunteer with the Boys Scouts and have gone on many camping & canoeing adventures with our Troop.

I love to travel.

I have been part of the Magnum family for almost 22 years

TRACY BERCIER

Payroll Coordinator

I have been married for 15 years to my husband Dale.

Together, Dale and I have four children and 7 grandchildren.

We love spending time at the lakes with family and friends, going on the pontoon and sitting around the campfire.

I have been part of the Magnum family for 25 years



RENEE KNODLE

Corporate Receptionist

I have 5 granddaughters

I enjoy spending time with my family

I have a cat name Finn

I have been part of the Magnum family for almost 21 years



New Terminal Location

We opened our St. Cloud terminal on March 9th. The terminal will allow us to provide daily service to the St. Cloud area and the north central Minnesota region. The terminal is located at 8037 Sterling Dr., St. Joseph, MN 56374 and has 16 dock doors along with office space. We will begin with 5 route drivers, support personal and look to add additional routes and drivers for future growth.



Our new St. Cloud terminal Coordinator is Ken Peterson. Ken has over 30 years of experience in the LTL freight industry starting out as a driver and moving into terminal management. Ken has been involved in

several new terminals startups and will be a valuable asset in the new terminal opening and growth to provide management for the operation and growth to service our customers.



ST. CLOUD, MN



Larry Regnier

Larry has over 28 years in the LTL industry in sales management and marketing. Larry started with Lakeville Motor Express as a Sales Rep in the St. Cloud area. He moved over to Valley Cartage for about 6 years as their Director of Sales and Marketing. He was recruited back to LME where he spent about 9 years as a Regional Sales Director overseeing 10 Account Executives in MN, ND, SD and WI. Larry's most recent position was Regional VP of Sales at Cross Country Freight Solutions out of the Twin City area. Larry joined Magnum as a Senior Account Executive. He will handle the service area for St. Cloud, part of Coon Rapids and the state of WI.



Laura Warmuth

Laura joined Magnum as dispatcher assistant. John Deere is a new account for the LTL division. Deere requires a dedicated person to help manage their account. We will be utilizing Laura as a Dedicated Customer Service person for John Deere. Laura will help manage this account daily. Prior to Magnum, Laura managed the John Deere account at LME. (She will drive a John Deere combine if needed.)





Roger McGillis

Business Development Manager

As most everyone should know by now, Roger McGillis joined the Magnum Team last July. I have known Roger for many years (since the late 80's) and have always had the utmost respect for him as a leader in our industry. Having the opportunity to work with him daily has been a lot of fun. He is a key part of how we plan to achieve goals set in our 5-year growth plan. We have been able to grow our sales team with several talented people with industry experience and we are already seeing the positive results. Many of these additions Roger has worked with in the past. Roger understands the importance of teamwork and has fit right in with the culture and drive we have at Magnum to continue to grow and provide industry leading service for our customer base.

LTL EAST REGION

As promised in the last edition the vision to improve service for our customer base and protect capacity concerns at the Coon Rapids Distribution center has come to fruition over the past months. As you have or will soon see in this news letter a new facility in St Joe MN opened earlier this month handling routes previously run from Coon Rapids. We will add points from Willmar and Fargo soon to be closer and more reactive to the customer base in that area. The terminal opened smoothly under the watchful eye of Ken Petersen Terminal Coordinator. Its no simple task to acquire a facility and get it operational in a short period of time. Many thanks to our team from Corporate leadership and those supporting departments along with the staff of the Coon Rapids D.C. who continue to support and help oversee expanding the operation in St Joseph. Magnum will refer to this terminal as St Cloud for name recognition (STC)



Are we done? No way a re-distribution facility is set to open in April. Lakeville MN is a seven door warehouse operation specifically planned to support one of our largest partner carriers to improve not only the service we provide to them but to alleviate tonnage from the Coon Rapids D.C. to improve our cycle times and overall service for the entire LTL network. We expect to handle over 20% of the daily volume currently done at the D.C. level down in Lakeville and be able to service most terminals direct with that freight on a daily basis. Not only does this provide additional sales opportunities in the south metro we hope this facility will become a catalyst of larger footprint for our company in the south metro of the twin cities in the years to come. The same folks who helped open St Cloud so smoothly are already hard a work to insure a successful opening in Lakeville next month. We will share space in the Globus Transport warehouse.



LOGISTICS

Employee Spotlight

Jeff Gimse started in November for Magnum Logistics. He currently is working with companies that work in the hospitality industry, helping them with their supply chain needs. Whether it's a new build or a PIP (property improvement plan) he helps them by working with vendors to find ways to warehouse and distribute the freight to the property through means of warehousing and inventory control. His customers are the creators of the project and we are the facilitators to make their jobs easier for them through streamlining the process effectively and efficiently. They do what they do well, and we do what we do well. It's a good fit!

Family & Fun

Jeff enjoys spending his free time with his wife (Sara) and two boys (Parker 6 & Grayson 3). They're constantly going to activities and enjoy being a part of their kids' lives while growing together in their faith. When he gets out with friends, it's usually playing sports (basketball and golf) or going to sporting events. His purpose is to help people and everyday sets out to do just that.



STEPHANIE SHA

What can I say about Steph? As the whole team says, *she is the glue that holds us together!* She just celebrated her 12-year anniversary in January. Originally starting in our accounting group, she joined the Truckload team in 2014. She has thrived in her role and is currently our Lead Customer Specialist. She has worked with all customers at some point in her time here. Her attention to detail with every customer is what really helps drive efficiency and create positive relationships. She never turns down a request for help and always willing to assist where needed. We truly value having Steph on the team and look forward to her continued growth within the Magnum family!

LTD OPERATIONS

Employee Spotlight

What is your role at Magnum? Customer Specialist

What do you enjoy most about the Transportation Industry? The days are never the same. Day to day you never know what to expect, with weather or any other issues that come up.

What customers do you work with? Blain Supply, Ecolab, LXP/Armada and Ventura Foods.

What is something most people don't know about you? I have 3 sets of twins that are my nieces and nephews.

What do you enjoy doing in your free time? Traveling, Camping, Fishing, Golfing, Darts, watching live sports, being outside (when it's warm) and hanging at home with my husband and dogs.

If you could go anywhere in the world, where would it be? Fiji

If you could learn to do anything, what would it be? Fly an airplane

Describe yourself in 3 words... Honest, Caring, and Organized

If you could add 1 thing to our office, what would it be? Snack bar

If you were an Air Freshener, what would your scent be? Shocking Sha

Jeff Buhler

Sales Representative

If you are working around the Twin Cities, you may come across Jeffrey Buhler. Jeff has an extensive background in the food industry, working for Nestle for many years, as well as a background on the warehousing side.

Jeff has been with Magnum less than a year with his focus on marketing Magnum across the Twin Cities metro and other nearby areas regionally, particularly the truckload and warehousing divisions. Jeff has added over a dozen new customers so far; and has picked up freight lanes for each truckload division, along with some LTL and warehouse work. Jeff continues to develop more local relationships while working closely with operations staff to create strong new relationships for Magnum. In his spare time, Jeff likes to fish and golf; and complete home improvement projects such as building shelving units or landscaping. Jeff is a very friendly guy, so don't be afraid to say hello and introduce yourself if you see him in Coon Rapids!

- LTD Business Development Team



SIoux FALLS EXPANSION PLANS



Our Sioux Falls, SD terminal is in the process of major expansion. We moved into this new terminal in 2007 with 14 employees with a total of 20 doors. Today we have over 40 employees and are expanding this facility to have 41 doors. The terminal will also double the expansion of the office area including a bigger driver lounge and area for driver training. All planning for our current business and future growth. This addition should help make us more efficient, retain employees while being safe. I would like to thank our entire team in Sioux Falls as we work through the construction phases of the process. As we know this can be a trying time during construction, but we all can see the benefit moving forward.



NEWS *from Marketing*

FOLLOW US on Social Media



@Magnum Companies



@Magnum_Trucking



Magnum Companies



@magnum.companies

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

Marketing is new for Magnum. And we are excited for it. There is endless potential for marketing with Magnum Companies this year. Something we are focusing on this year is the message of “we are more than just a trucking company”. With that, we are working on spreading the word across all platforms and communication. In the past, we have all worked individually to promote each division. In addition to continuing that we will also be working on Magnum Companies as a whole and marketing who we are as one umbrella! Stay tuned as we have some exciting plans for this year!

We are #MagnumBlueFamily.

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

We enjoy seeing our trucks on the road and hearing where you are!

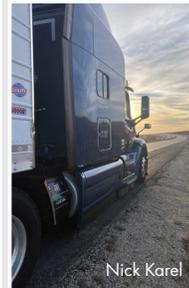
Have a cool photo you want to share with us? Please send them to marketing@magnumlog.com



Walt Vandeburgh



Josh Stortroen



Nick Karel



SaraBeth Keitcham

NEWS *from IT*

The world of technology is changing all around us. The pace of the changes and the things we are asked to learn can be a real challenge. But we must learn how to navigate this fluid landscape and enjoy it. 2020 is going to be a year of “Digital Transformation” for Magnum Companies. In this changing world it is not enough to just have new tools in our tool box. How we learn to use them is just as important. In the end we have to change how we and others work if we are going to make a difference. If people work the same way they always did with new tools this does not represent progress. It's not enough to just have new tools. There needs to be a cultural transformation as well. When you wake up each morning do you ever ask yourself what can you do in your day that adds up to more? What are the ways you can think differently or gain new

perspectives that help you? Maybe that's as simple as sending an agenda for a meeting or making a note about what you want to do that day. Maybe “We have always done it this way” is not the best approach. Let's talk about heuristics. Heuristics is in my own words, your set of rules for solving problems and navigating the world. We all have different heuristics for dealing with customers and each other. And we all have our own way of working with new technology. With all the changes in software you may be presented with at Magnum we know we can't be married to old ideas. We need to embrace change and look at all the opportunities it can create.

John Utter

Information Systems Manager

SAFETY



Picture:

back row from left to right: Ken Rheault, Bryce Allickson, Josh Stortroen and Mark Stearns.

front row from left to right: Christopher Krabbenhoft, Casey Seigel, Tessi Teiken and Bridgette Settel.

Since the middle of 2019 there have been a lot of staffing changes within the Safety Department. We went from a team of six that had been working together for 5+ years to a team of eight with four new faces. It has been difficult for me to keep up with all these changes, so I imagine everyone else at Magnum has had a difficult time as well knowing who is now part of the Safety Department. I wanted to take this opportunity to address the changes and introduce you to the current Safety Team.

Departures

During this transition we had two longtime employees, Kyle Kemmet and Travis Kraft, decide to pursue other opportunities. We were fortunate to be able to work with them and I thank them for the time they put in at Magnum. I wish nothing but the best for them and the opportunities they are pursuing.

New Faces

Insurance changes and lawsuits affecting the trucking industry, an Electronic Logging Device Mandate and Magnum's continued growth has required us to bring in some new faces and roles we did not have just 6 months ago.

Here is your Safety Team. Our growth in Safety is Magnum's continued commitment to providing you with the safest workplace possible. We will continue to focus our efforts on improving safety every day. Expect good things and more staffing growth coming from our department as Magnum continues to grow. Be Safe Today!

Ken Rheault (6 months) – Safety and Compliance Coordinator. Came from SuperValu while working in their Safety Department for 10 years.

Tessi Teiken (5 months Safety, 5 yrs at Magnum) – Compliance Coordinator. Transferred from HR.

Christopher Krabbenhoft (3 months Safety, 3 yrs at Magnum) – Fleet Efficiency Coordinator. Transferred from LTD where he was a Driver Manager.

Josh Stortroen (2 months Safety, 4 yrs at Magnum) – ELD Specialist. Transferred from LTD where he was an Over the Road Driver.

Same Old Same Old

A few faces have remained the same during this time of change within the Safety Department.

Mark Stearns (6 yrs Safety, 9 yrs at Magnum) – Safety and Driver Trainer.

Bridgette Settel (5 years Safety, 14 yrs at Magnum) – Risk and Claim Specialist.

Casey Seigel (3 yrs Safety, 11 yrs at Magnum) – Safety Coordinator.

Bryce Allickson (8 yrs in Safety) - Safety and Compliance Manager

SHELL ROCK, IA

DEDICATED

Dedicated Division's new business



The Magnum Dedicated Division started new operation in Shell Rock IA at the Butler Intermodal Terminal in Logistics park the beginning of this year. The opportunity was forwarded from the Logistics Division from previous customer contact that recommended Magnum companies to handle the trucking aspect of operation. Dedicated will handle the delivery of containers currently coming from China to local customers and then Trans-load soybeans back to International customers.

The opportunity to expand the Dedicated footprint and be part of the newly launched International focused service is very exciting and models Magnum company's growth plan. The partnership includes Valor Victoria, Watco companies, Iowa Northern Railway company, Union Pacific (UPN), and Schmadeke's Feed Mill.

WAREHOUSE INC.

news

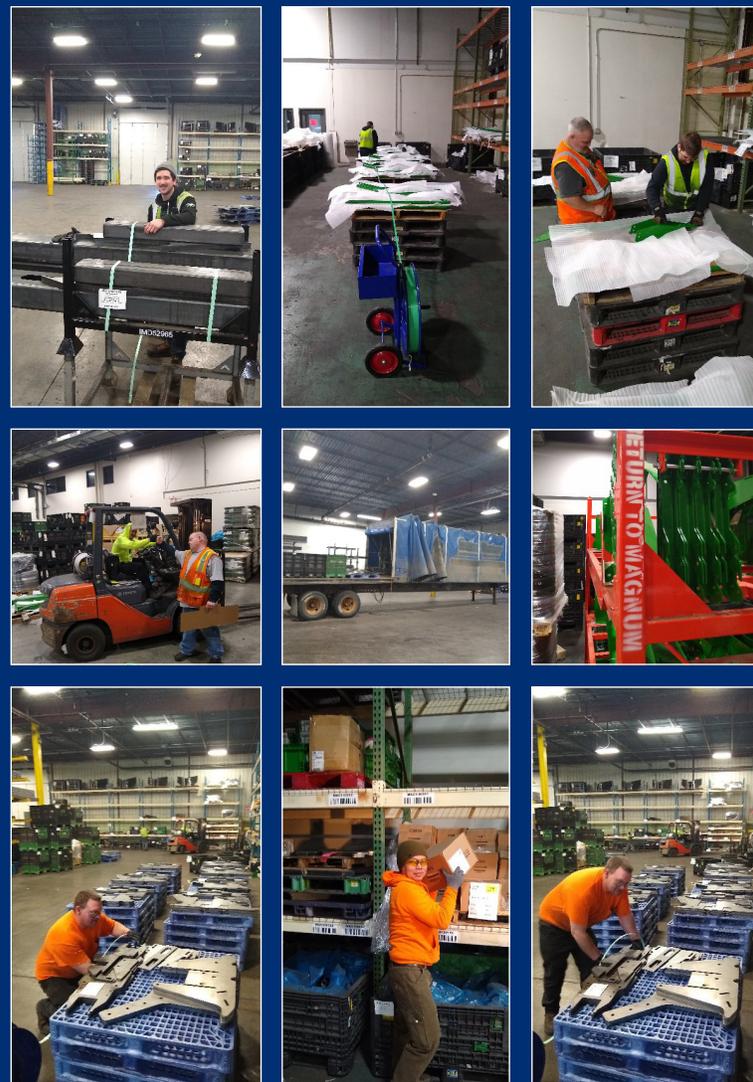
I want to lead off with letting everyone know what a great team I get to work with each and every day. The dedication to doing a great job for our customers is fantastic and like no other! Magnum is allowed success due to the work of more than 1,000 employees and I am proud to be on the team!

As we have kicked off the 2020 calendar year, we have immediately started to look forward to spring days where the snow piles around our community start to become shorter and shorter. The main winter stretch seemed like we were going to really be in for a record snow fall and created concern for folks in the valley and flood fighting talks amongst the local officials began. Winter as of late, seems to be on the downside with all of the nice days we quickly feel we are going to be safe and that is what we are all hoping for.

With a look into our planning and budgeting for this year we have found that continuing to be adaptable to our customers needs both existing and new customers and taking advantage of the “full service” approach that Magnum can offer. This is also known as the “one throat to choke” for our customers when more than one of our companies are involved with the same customer. As we completed the last part of 2019, we have felt some reductions in demand with our customers that are primarily involved in producing ag and construction machinery. The summer stretch for the warehouse group that normally sees a mid-summer slowdown was 1½ months this past year. While the coming year looks to be stable with some new product launches to provide a more promising demand for equipment. We have completed some contract extensions recently which will allow for some additional future planning in many areas of the warehouse division as well.

I want to shine a little light on our MagNorth operation in this spring issue of Big Blue News and tell a little bit about what we provide our customers out of this facility. As much as I wish I could tell you about another celebratory fish fry we had with the MagNorth folks, I will tell you a bit about what the team focuses on each day. (It is mostly because Brian & Dejay haven't been as lucky when out fishing)

In a typical day we will ship between 350-400 containers of parts, up to 125 kits and receive up to 500 containers or bundles of product. With a team of 15 warehousing employees and 4 drivers from our LTD team, we handle the daily needs for the Valley city seeding factory. All of the kits that we send out to our customer each day are sequenced to match the factory production schedule. They are assigned lead time accordingly and directed to departments from fab/welding to final assembly for items that are painted from the supplier. We send dealer direct kits complete and ready for install at point of final assembly at the dealer level as well. We utilize 105,000 square feet of warehousing and kitting space along with 17 vans and 3 Conestoga's.



Lets all make 2020 a great year!

- Joe Lusty
Warehousing Manager



Human Resources

Contact HR at 701-561-7044 for more information on how you can get the most out of our benefits!

It seems growth has been a trending topic since I joined Magnum over 4 years ago. When I first started late in 2015, we had slightly over 800 employees; and as we rolled over into 2020 we have surpassed the 1,000 employee threshold. With this growth has also increased our HR staff as well. To put a face to all the names you may hear or speak with on the phone, here is our current team:

Briana Schuette, Jennifer Moran, Chantelle Gosselin, Ali Albright,
Lisa Jagerson, and Joe Lewerenz.



We also work extremely close with Tony Doll and Luke Litterio who recruit our LTD Driver and were featured in the last edition of the BBN.

Our growth has also increased our need to review our overall benefits package to ensure that we are providing employees with a great package to support themselves and their families.

Magnum has taken great pride in offering a well-rounded benefits package to make our employee's lives better today as well as a more secure future. Since starting to provide employee a Total Compensation Statement for the past 3 years we have wanted to showcase how much Magnum has increased into our total compensation and benefits over the year. In the last two years alone Magnum has increased our contributions by nearly \$14 million dollars! In 2019, we contributed \$64.7 million into compensation and benefits for our employees; that is roughly a \$6,100 increase per employee from 2018. Each day we are actively looking at our benefits package to see where we can improve.

Top 5 ways

to get the most out of our benefits:

1. Contribute to your 401k. Magnum matches 50% of what you contribute up to your first 6%. Think of this as a 3% raise, simply by starting to save for your retirement. You can contact experts with Merrill Lynch for advice on which options may be right for you based on your estimated retirement year and risk appetite. [Benefits.ml.com/login](https://benefits.ml.com/login) or 1-800-228-4015
2. Contribute into a Health Saving Account (HSA). Did you know that if you are on one of Magnum health insurance options (and not on Medicare) you already have an HSA account? Magnum has been making a contribution into your HSA account since 2017. By you making a tax-free deposit into your HSA, you're not only setting money aside to pay for medical expenses, but with this being a tax-free deduction you're also lowering your taxable income meaning you'll pay less in taxes. By putting funds into your HSA account you're roughly buying \$1 of healthcare for 75 cents. The funds in this account roll over each year and should be treated as a savings account to pay for health-related items.
3. Go in for annual checkups. Not only is routine healthcare, like an annual checkup, covered in full by our health insurance, by going in on a regular basis you are more likely to catch any issues early-on to avoid more costly care in the future. The sooner you know what you need, the sooner you can start maximizing your benefits- and minimizing your out-of-pocket expenses.
4. Join a gym. Not only does regular exercise help people lose weight and lower risk of some diseases, but you can get \$20/month just by going. With some gym memberships starting at \$10/month, you could earn money each month while also keeping healthy.
5. Participate in My Health Rewards. By completing Medica's assessment and following their journey you can earn up to \$100 in gift cards to places like Amazon, Target, or Visa. Every year you are on our health insurance you have the opportunity through this program to earn these gift cards. Visit medica.com/wellness/my-health-rewards-members to get started today.

welcome to MAGNUM



LTD DRIVERS

JOHN GUARINO
GLEN KATHE
ROBERTO PENA
PATRICK SLOAN
JOEL TRIVETTE
CODY WALKER
CHRISTOPHER WALLACE
JAMES BAKER
JEFFREY MEEK
ROBERTO STOUT
ERIC BLACK
ORRIS GREEN
WILLIAM BEERS
RANDALL PALMI
JOEL STREITZ
ISAAC THORNBURG
JASON COUTURE
ANTHONY GIBSON
GARTH MCGREW
JAMES PURTELL
TAYAN STEEN-MEEKS
MICHAEL STEWARD
EDWARD WIPF
GARY KING

DAP STUDENTS

JOSEPH HABIGER
ALEXANDRA MORSE
TAMARA BELLAMY
SERGIO MARTINEZ GOMEZ
KENNETH MILLER
AARON ROYAL

LTL

JENNA MATTSON
FONTEZ NEWMAN
RICHARD JUDKINS
REBECCA OSBORN
TODD SCHUMACHER
CASEY FOETISCH
TAM NGUYEN
EMMETT SKELTON JR
CHARLES KNOR
MATTHEW KLEJESKI
PETER MOSER
THOMAS PAPIOR
KENNETH DECOTEAU
ERIC WRIGHT
KYLE MUUS
DENISE FIKE
JEREMY VONDAL
CHAD NELSON
CODY WOLF
MICHAEL ETHEN
SUSANNA BRENNAN
BRIAN BRADFORD
NERY AREVALO
JAIMEY HOLDORF
MARTIN LAFOLLETTE
KENNETH PETERSEN JR
DALESHAWN WHITFIELD
JOSHUA HOVAN
NICHOLAS SEIJO
WESTON AASE
BRANDON SCHEFFEN
ALEXANDER WALCZAK
ORLANDO SAUNDERS
LAURA WARMUTH
WARREN RHOADES
TSZ FUNG CHIU
LAWRENCE REGNIER

WAREHOUSE

DEVON VANSOIK
WASHINGTON BOWMAN
NANCY GEHRING
EMMANUEL MBERABAGABO
LAWRENCE STILLDAY
PRINCE BELLEH
DICKSON HECTOR
SANIN AGIC
DONALD MILLER

DEDICATED

MOSE TOWNSEND
JAMES WETROSKY
DAN STURGES
JOSE ZAVALA
ADAM HERFEL
MICKEY STURGES
BRANDON CHRISTENSEN
DAKOTA CHRISTENSEN
RONALD RAND

LOGISTICS

MARTHA ATWOOD

FARGO LTD SHOP

TROY BROWNLEE

STOP THE SPREAD OF GERMS

Help prevent the spread of respiratory diseases like COVID-19.

Avoid close contact with people who are sick.



Cover your cough or sneeze with a tissue, then throw the tissue in the trash.



Avoid touching your eyes, nose, and mouth.



Clean and disinfect frequently touched objects and surfaces.



Stay home when you are sick, except to get medical care.



Wash your hands often with soap and water for at least 20 seconds.



For more information: www.cdc.gov/COVID19

MAINTENANCE DEPT.

news

We are seeing signs of spring with longer days and warmer temperatures. The warmer weather is not only nice for us, but it is a lot easier on equipment as well. The last week of February we switched the fuel in our yards back to a #2 diesel. With #2 you should see a fuel mile increase of 1 MPG and around a 30 HP increase in power, so it stands to reason we like to run #2 as long as possible.

Your Magnum Maintenance Department would like to recognize our new employees that have started over the past year. The Coon Rapids shop had 4 new employees, **Nathan Grimm** and **Colin Hulinsky** both started in the CR shop on 3/11/19. This past fall Colin went to part time when he enrolled at Alexandria Tech and Nathan works days Wed – Sat. **Ray Tageram** started 7/15/19 and also works on the Wed – Sat shift. **Nathan Chin** started 10/14/19 and is current working evenings M-F. The Fargo shop had **Justin Hogue** start on 11/4/19 and **Troy Brownlee** started on 2/3/20, both working the second shift. We are very happy to have these individuals on the maintenance team.

Magnum companies put **377** new units in service in 2019 with a scheduled **172** new units for 2020. This would include new trucks, trailers, forklifts and yard dogs between the 4 asset-based divisions. Magnum is committed to providing the most up to date and reliable equipment for our drivers to better serve our customers. We spend a lot of time prepping these new units and getting the swaps ready for trade.

If you ever have any questions or issues with equipment or any of Magnum shops, please let us know and we will be happy to discuss further. Our summers are never long enough so make plans to get out and enjoy it while spending time with friends and family.

Thank you,
Randy Gilbertson