

BIG BLUE *news*

MAGNUM COMPANIES QUARTERLY NEWSLETTER | Q2 2020

2020 will go down in history as a year of extraordinary events. Through these trying times, Magnum employees have responded well to the past and on-going events of 2020. We as hard-working Americans find it difficult to understand the WHY for every situation. In the future we as Americans can make a difference by taking a stand and making that difference the **RIGHT WAY.**

Magnum continues to be very busy with moving essential goods for food and manufacturing industries. All companies are busy and close to meeting our revenue budget. We have taken health precautions to ensure the safety of all employees while still meeting our essential business commitment.

There are several exciting things happening at Magnum: expansion of LTL terminal network, new business opportunities for all companies and addition to our Fargo Tractor shop which includes a new driver lounge.

The economy is making a comeback, and we at Magnum are doing our part to help with the comeback. I am excited to be working alongside you all to make Magnum successful, as well as the best place to work in the region.

- *Wayne Gadberry*



Throughout this newsletter, you will notice all of our new pictures from our most recent photoshoot we had in May.

What a start to 2020!

We started the year running over budget on revenue and meeting our budgeted net income levels. Then came the COVID-19 pandemic. The economy was put on hold overnight.

Being an essential business hauling food, medical supplies, cleaning products, production products and daily needs, we continued to work. We had been through tough economic times in the past, but how bad would this be. This time it wasn't slowdowns that could result in lost jobs, but also the safety of all our employees. The use of protective equipment, avoiding exposure, and controlling the environment that is part of our daily activities would be necessary.

Magnum took the position to continue to have all employees work during this time to service our customers needs. If necessary, we would control overtime and reduce hours to get through this downturn in the economy. Everyone at Magnum has worked hard to hire and maintain a good staff. We did not want to lose that overnight due to this pandemic.

We are now almost three months into one of the toughest times in our lifetime. Many companies have laid off their staff during this time. Employees have lost their compensation, benefits and livelihood. We had to furlough a group of our warehouse employees due to the shutdown of the Case New Holland plant for about a month. It is nice to report that they are all back to work. Some companies have had to cut their benefits including health care and retirement programs to survive this pandemic. Magnum has not cut any of our benefits during this time.

We want to thank everyone of our employees for continuing to work during this pandemic. Your continued support for our customers and Magnum, defining the quality of our staff. Continue your positive efforts and be safe by controlling your own environment until we have a vaccine.

Thanks again for all your support during this pandemic,

Don Jemtrud *Chief Financial Officer*



LTL SOUTH REGION



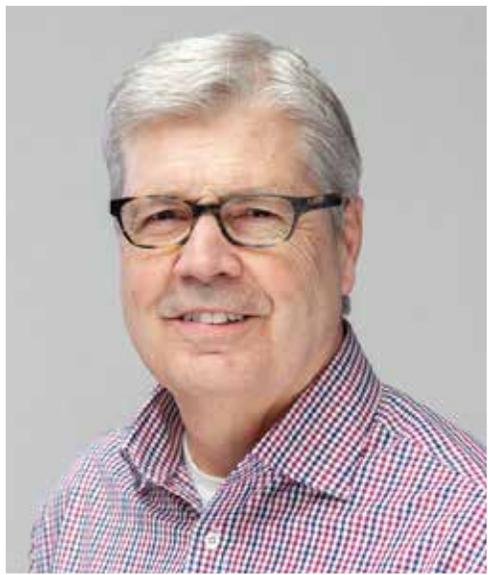
Magnum LTL – South Region

Magnum is fortunate to have several long-term employees that have “grown up” in the company. I wanted to take a minute to share a little bit about **Justin Leiseth**, our South Region Manager in LTL. Justin started with us in 1996, February 12th.

Our South Region now consists of terminals in *Sioux Falls, Rapid City, Omaha, Des Moines and Rock Island*. Justin started with LTL in customer service. Prior to Magnum, I know Justin worked in the concrete business, golf course, restaurant, probably other jobs that he didn't share stories of. Once at Magnum, he has worked in both the LTL and Logistics divisions and performed different jobs in sales & operations. When we were ready to start our LTL operation in Sioux Falls, I

approached Justin with the opportunity. I had the statistic at the time that Sioux Falls was MUCH warmer (4 degrees) than Fargo on an annual basis, so Justin accepted the new role! Since starting in Sioux Falls, Justin has taken us through two small terminals to building our own terminal back in 2008. Now we will soon finish expansion of the terminal to 40 doors. Much of our current growth is happening in the South Region. Justin and his leadership team in the region are doing a great job meeting the challenges of these growth opportunities. With Justin's continued leadership, I'm excited to see things develop over the next several years. **Thanks, Justin, for all you do to make Magnum a great organization and a fun place to work!**

- James Johannesson, *President Magnum LTL*



Thank You, Stan!

We would like to thank Stan for all his dedicated hard work since coming over to Magnum. Stan started with Magnum about 14 years ago and led our sales team throughout his tenure here. He's done an outstanding job helping grow Magnum to where we are today.

Stan decided to retire effective May 1, 2020, but he is so valuable to the team we decided to keep him on part-time. He brings a lot value to the company and we are looking forward to his continued support. Thanks again Stan and we appreciate everything you do for us and congratulations on a successful career. As he transitions into semi-retirement, Stan plans on spending more time at the cabin with his wife Jo. He'll be traveling more to Bismarck to hunt/fish with his son and grandkids.

- NEW TERMINAL -

We are excited to announce the addition of a new terminal in Rock Island, IL that is open! The terminal will allow us to provide daily service to the Quad City area along with adding more direct points in Eastern Iowa and Illinois.

The building is a 30-door facility located at

320 31st Avenue Rock Island, IL 61201

We will start the operation with 4 peddle drivers, 2 linehaul drivers, 2 freight handlers and 1 office support person, with the ability to add more employees as we grow.



JOHN DEERE

We have started doing more and more LTL business with John Deere, which gave us the opportunity to expand to the Rock Island market. With the addition of this terminal, most of the state of Iowa will now be serviced direct and it opens the door for new opportunities in the Quad Cities for Magnum.

LTL EAST REGION

Wow hard to imagine all the developments since our last news letter. Hears a quick recap of what is happening in our East region on the LTL side.

Willmar MN

The Willmar terminal is enjoying a very robust season they are currently deep into the Agricultural season and are working closely with a partner carrier picking up and delivering goods for them with an unforeseen staffing issue at one of there terminals out west. We are getting loads direct from their D.C. and fulfilling a much needed role for past couple of months. Thanks to all of our folks in Willmar pulling up the boot straps and tackling the additional opportunity during their busiest season.

St Cloud MN

Ken Petersen and the new staff out in St Cloud have also enjoyed robust growth since opening in March. They remain very current on a daily basis while putting in long hours and lots of miles. To date since opening we have picked up and delivered over 6000 bills and 6.5 Million lbs of freight with great success for a start up operation. We thank them for the daily efforts and continue to look for additional resources to support them.

Lakeville MN

As promised Lakeville opened in April under the guidance of Ryan Botten. Our hybrid re-distribution of our largest partner carriers freight started off and continues to work as planned to date processing 11,000 bills and well over 8 Million lbs of freight that traditionally would of moved over the Coon Rapids D.C. This facility allows direct loading multiple trailers each day to North Dakota with direct loads generated to SF,WIL and Duluth as well.

Coon Rapids D.C.

While servicing the Minneapolis / St Paul metro who could of envisioned a national pandemic and social unrest right in our back yard. To that end a huge Thank You to all our folks who have dealt with the issues so professionally as we navigate these uncertain times. That said the team in Coon Rapids has been and continues to assist with resources directed to Iowa expansion and booming business levels at the above locations when possible.

- **Mark Heining**, LTL Regional Manager

Kelly Mastin and the management team also want to thank you to those employees who have volunteered to spend time away from their families helping out in Iowa and our folks who deliver the hospitals over night and weekends in the metro while navigating a very fluid social reaction to recent events.

In Kellys words:

We want to sincerely thank all of the employees who have helped this facility keep moving forward during these challenging times. Your commitment and perseverance grease the wheels that move the freight.

- Extra thanks go out to Mike W, Lonzy P, Travis R and Chris O who all have spent several weeks working in Des Moines supporting that terminal over the last 2 months.
- Our O&M team that loads and delivers freight 365 days a year from the Owens & Minor dock to the hospitals deserve recognition for always going above and beyond to make sure these essential supplies make it to the hospitals. Tim S, Jesse D, Arnell R, Kevin A, Lucas O, Trevaughn W, Joey W & Jim B we appreciate what you have dealt with to make sure these hospitals get the supplies they need.
- To our Maverick and Regional drivers who are signed up to go wherever and whenever we could not be more appreciative for your on going efforts especially in these most uncertain times.

Lastly a shout out to the sales team who continue to bring on new opportunities even though they have not been able to see customers face to face. I am very impressed and excited to see these new opportunities still moving through the sales funnel.

LTL WEST REGION



In the highly competitive and ever changing world of transportation, Magnum is always striving to find new innovative ways for continuous improvement. We formed a new team between Magnum LTL and Magnum's fleet shop to aid those goals. Craig Mahan and I are excited to be working with **Jeff Greenley** and **Trabian Kendrick** from our shop. We look into costs of maintenance of our operation, analyze areas for improvement and make recommendations for changes in specifications of equipment, service intervals and procedures. We look to add to efficiency and productivity to our fleet to produce a better product for our loyal Magnum Customers. We have a team that likes to have fun with projects, bring a lot of ideas and expertise to the table from different angles of the operation. I am proud to work with such talented team members!

- **Eric Grove**, West Regional Manager

LTL GRAND FORKS

Employee Spotlights

The North Region is lucky enough to be made up of many long term and very dedicated employees. I would like to take this time to highlight a couple employees in the North Region that have been with Magnum for over 20 years. Without the hard work and dedication of Chad Sattler and Scott Taylor our Grand Forks terminal would not be what it is today. No matter the challenges put in front of them, they are always able to handle the situation with a great attitude and ensuring our customers' expectations are always exceeded. Thank you guys for everything you do for Magnum.

Chad Sattler started with Magnum in 1997 and is going on his 23rd year with Magnum. Chad is the Terminal Manager of our Grand Forks LTL location.

Scott Taylor started with Magnum in 1998 and is going on his 22nd year with Magnum. Scott is the Terminal Coordinator of our Grand Forks LTL location.



Chad Sattler



Scott Taylor



Joyce Noe

Employee Spotlight

If I had to describe Joyce in a few words it would be reliable/accurate/friendly. Joyce started out at Magnum in our LTL division and then worked her way over to Logistics. She has been a wonderful add to our Coon Rapids team. Her attention to detail with our customers as well as a friendly attitude creates positive relationships as well as a great place to work. Currently her main customers are CNH/Ackerman Marketing/Coke/Mark Anthony/McLane and Arrow stream. Joyce is always willing to help where ever needed, she loves to be busy! We truly enjoy having Joyce on our team and look forward to her future her at Magnum.

Current Role at Magnum: Customer Specialist

What she enjoys in her free time: Sitting around the lake listening to music

Places she would love to visit: Italy and France

Something she would like to learn: Crocheting and Woodworking

What she enjoys most about Magnum: Laid back Atmosphere

Best Vacation she has been on: Fort Myers Beach after a long Minnesota Winter

Things Co-workers say about her: Detailed/Hard working/Fun

Joyce is happiest when? Her Family is all together!

LTL FARGO

Employee Spotlight

We are excited to announce that we have promoted Sanela Bajic to be the LTL Billing Manager. She has been with Magnum LTL for the past 7 years. She started out as a Billing Specialist and for the past 3 years she has been the Billing Supervisor.

Sanela loves learning new things about Magnum LTL and watching it grow.

When she is not in the office she likes to be outdoors and enjoys going fishing and hunting in the summer and winter months. Spending time with family and friends is very important to Sanela.

She is looking forward to growing even more with Magnum Companies.

Sanela Bajic



LTL SIOUX FALLS EXPANSION UPDATES



The expansion of the Sioux Falls terminal is well under way. When completed, we will have added 20 dock doors for a total of 40 doors and doubled the office area. It has been an operational challenge with construction on going since this is a working terminal. Trucks and trailers have also been in constant motion as freight is in full swing.

Key items being added:

- On site fueling
- On site scale
- Driver Training room
- 40 Door terminal

Our crews, both freight handlers and drivers have done a great job with being safe and keeping things in order during this construction time. **Great Job!!**



MARKETING *News*



Our New Website

We are excited about our new website and hope you are too! Our goal is to make it easier for customers and employees to find what they need and to make it easier to use.



1. The employee portal is a new feature that we wanted to highlight for ease of employees to access everything they could need in one location.

2. The careers page is also new. Instead of the list of locations with potential positions open, we changed it to a map that is easier to work with.

3. The LTL page as well has gotten an upgrade with a map and terminal locations with pictures of each terminal.

4. The track shipment is something that we kept in mind for anyone to locate at any point on the website. It is static to the top along with the customer login and employee portal.

5. Another feature we added was the gallery section for picture from the photoshoot and going forward this will have a spot for social media posts as well.

6. In the get in touch section, we felt it was important to highlight all of the groups we are members of and actively play a role in.



MARKETING *News*

We are excited to announce that we have a new vendor for all Magnum Apparel going forward. Introducing Rambow (based out of New London, MN – near our LTL Willmar Terminal) They are amazing to work with!

Here are just a few reasons why we decided to make the switch:

- Their turn around time is about 2 weeks
- Their product selection is much greater
- Everyone will have an account
- There is no sales tax on the clothing
- They deliver it to the Willmar terminal and will be put on a truck to deliver to your location
- Ordering is very easy and simple for anyone

Visit the store here: <https://store.rambow.com/magnum/>

OR

You can always find it on our website at the very bottom where it says Magnum Apparel.

FOLLOW US on Social Media



@Magnum Companies



@Magnum_Trucking



Magnum Companies



@magnum.companies

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



Log in with your username and password above or [create an account](#) if it is your first time shopping.



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



Gary King



Shiela Bush



Joe Coleman

MARKETING *News*



Here are a few of the photos taken recently at our 2020 photoshoot!



SPONSORED BY
EPICVUE

Since its inception in 1997, Truckload Carriers Association's (TCA) Highway Angel program has recognized professional truck drivers for the exemplary courtesy and courage they have shown others while on North America's roadways. TCA and EpicVue are honored to recognize more than 50 recipients a year, with more than 1,250 to date.

[NOMINATE](#) [RECIPIENTS](#) [EPICANGELS](#) [INQUIRIES](#)

Chad Stoinski
Magnum

MAGNUM DRIVER RUSHES TO FREE MAN FROM BURNING VEHICLE

The Truckload Carriers Association has named Chad Stoinski, from Alpena, Michigan a Highway Angel, for rushing to rescue a driver trapped in his burning vehicle.

It was early February, and Chad Stoinski was on his way to Fargo, North Dakota. It was about 6:30 p.m. and he was driving through South Dakota near the Rosebud Indian Reservation. This was a departure from his usual route. "I normally jump up to (Interstate) 90, but for some odd reason, I decided to take the scenic route," he quipped. "The area is pretty desolate, not much out there." Just then, as he was making his way around a bend, Stoinski noticed a vehicle fire up ahead on the right shoulder. "Since I was hauling hazmat, I drove a safe distance past the vehicle." He then set his flares, grabbed a flashlight and fire extinguisher, and hurried back to the vehicle. When he reached the vehicle, he quickly worked to keep the flames from spreading. The driver was barely conscious. Acting swiftly, Stoinski broke the window and then found that the driver's seat belt was jammed in the carrier. He used a rescue tool he carries with him and freed the driver. "He was kinda in and out of it," recalled Stoinski. "There was a lot of noxious fumes from burning electrical and rubber." He got the driver out of the car and walked him to his truck to stay warm while they waited for emergency vehicles to arrive.

"He was a young guy, early twenties," shared Stoinski. "At first he was pretty incoherent. But he was able to tell me his name. I offered him oxygen because of all the fumes he'd breathed in." Stoinski has an oxygen system in his truck. "Last year, I had an exhaust manifold leak and got carbon monoxide poisoning. I need to be on oxygen until my lung capacity improves." The driver told him he had just bought the car and was driving it home when he started experiencing problems with the transmission.

After the pair were a safe distance from the car, it exploded and was fully engulfed when fire fighters arrived. Stoinski shared with TCA that there was no traffic in the area and wonders what would have happened if he hadn't changed his route that evening. "The driver called me a couple days later and thanked me for stopping. He didn't have any serious injuries. He's doing well and told me he got a car that's dependable," said Stoinski. "God protected both of us that night and brought us through it safely. I'll do it again if I have to."

For his willingness to assist a fellow driver, TCA has presented Stoinski with a certificate, patch, lapel pin, and truck decals. Magnum has also received a certificate acknowledging their driver as a Highway Angel.

Since the program's inception in August 1997, more than 1,250 drivers have been recognized as Highway Angels for the exemplary kindness, courtesy, and courage they have displayed while on the job. EpicVue sponsors TCA's Highway Angel program.

This isn't the first time Chad Stoinski has helped rescue someone from a vehicle fire.

"I grew up on a potato farm in Michigan. When I was 14, my dad and I rescued a guy when a tractor caught fire. I grew up driving trucks locally. All my life I've wanted to be a truck driver. It's a good job, pays well, I get to travel, provide a necessary service. I've been all over the continental 48, even up to Canada. If you plan your trips right you can stop and see things," he shared.



Interesting fact

The number of traumatic injuries treated in the ER nearly doubles during the summer. The importance of safety doesn't stop once you leave work.



YOU ARE SOMEONE'S REASON FOR STAYING SAFE.

WHO'S YOURS?

June is National Safety Month. Safety is more critical than ever. Magnum remains committed to preventing injuries in the workplace, but injuries don't just happen at work, they also happen at home. Take time to identify risk at work and at home. Identifying risk helps protect everyone.

Through the month of May 2020, we have the fewest amount of injuries and near misses reported company-wide compared to the past 6 years. We continue to build on our Safety Culture and will continue to need everyone's help on improving safety at Magnum.

It may be National Safety Month, *but safety always comes first at Magnum all year round.*

- **Bryce Allickson**, Safety and Compliance Manager

TAT (Truckers Against Trafficking)



For the last few years, Magnum has begun supporting Truckers Against Trafficking (www.truckersagainstrafficking.org). I'd like to share a little more information about them and what they fight against.

Modern-day slavery, or human trafficking exists whenever people are bought and sold for forced labor or commercial sex. Around the world, it is estimated that there are over 40 million slaves today. Human trafficking has been reported in all 50 states, and the number of victims in the United States is estimated in the hundreds of thousands.

While illegal, human trafficking is a booming business. Traffickers recruit out of our schools, online, in shopping malls, as well as the streets and other locations. A large percentage of the people trafficked are women and children. Many of them are used in the sex industry. They are the prostituted people on the street and in private homes, and in legitimate businesses such as restaurants, truck stops and motels. They need to be identified and recovered.

TAT is seeking to raise up a mobile army of transportation professionals that can assist law enforcement in the recognition and reporting of human trafficking in order to aid in the recovery of victims and arrest of their perpetrators. To date, TAT has trained ~900K people with their training, and truck drivers alone have made ~2,500 calls to the National Human Trafficking Hotline which have open 663+ likely cases of human trafficking involving over 1,200+ victims. Through the Shipping Partners Program, TAT helps Shippers/Manufacturers get involved in this life-saving work by engaging the carriers they hire, elevating the TAT message, and using their influence to help spread the word. The TAT effort aligns with Sustainability and Corporate Social Responsibility initiatives and helps Shippers/Manufacturers leverage their pre-existing relational infrastructure for social good. We as transportation professionals have a lot of eyes on the road and proudly our industry has done some great work here. We hope to raise more awareness and get more companies to participate as there is a lot more to be done to grow this movement. Please help spread the word!



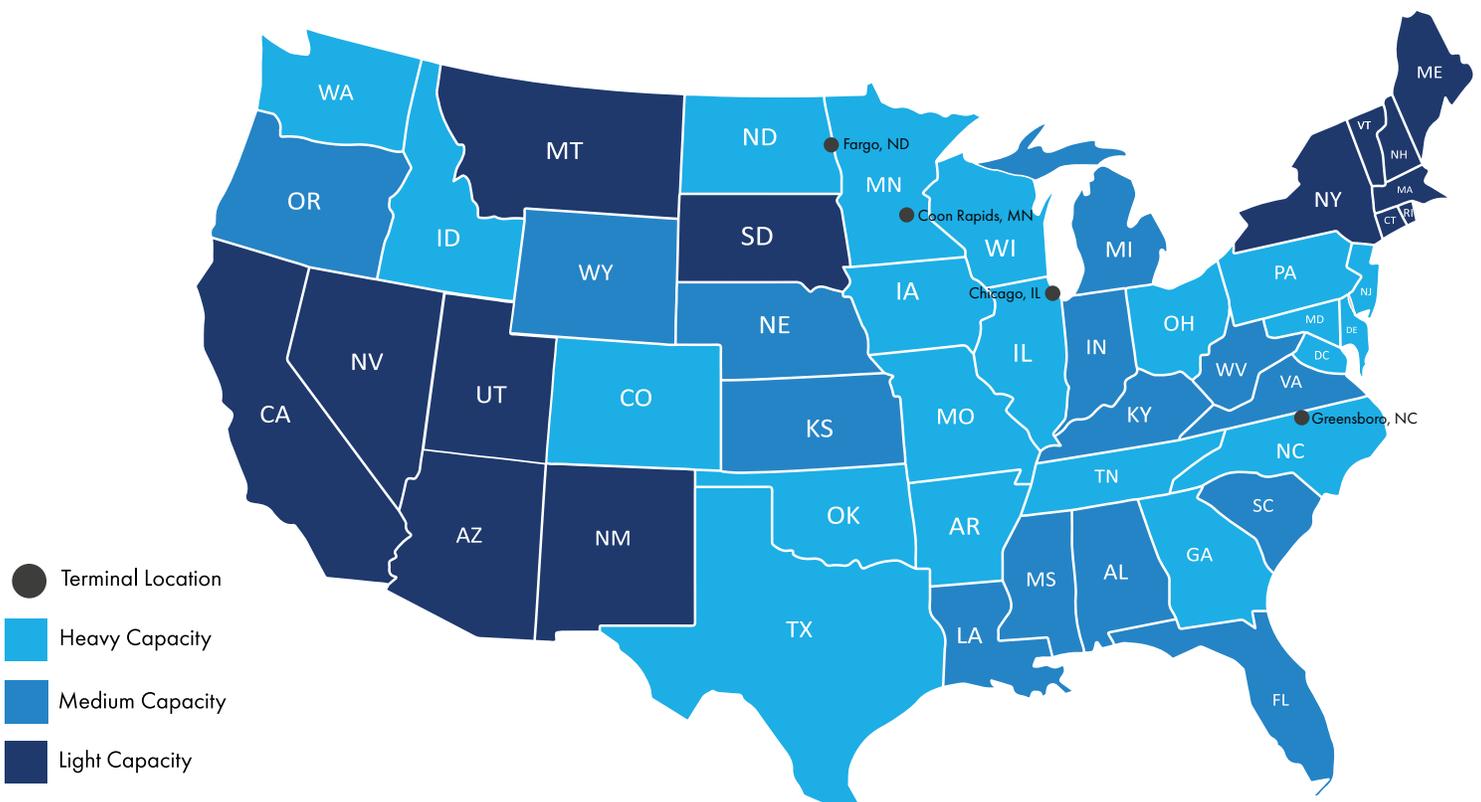
Since 1978, Magnum has been providing truckload freight services to the country. In my time here since 2004, I've seen our long haul division near double in size; along with the creation of a local/regional division; and heavy investment into logistics services. The most important part is that as we've grown, we've also improved not only our capacity but also our customer service. Below is a map that gives a good snapshot of where we can offer value to our business partners and where we could be a fit for drivers interested in Magnum.

Out of the map below, Magnum Dedicated offers local and regional freight services particularly around Minnesota, Iowa, and Illinois. If you have local or regional freight around cities such as Minneapolis, St Cloud, Waterloo, Sioux City and Chicago ; we are interested. Magnum Ltd focuses on temperature control services and longer haul runs, but also purchases equipment that can handle most dry van freight (at least 45000#). You'll see that division hauling mostly in the medium/heavy capacity areas below (although we do also get into the Salt Lake City UT area). Even after near 20 years in this business, it remains impressive how

someone can pick up a load, drive 1500 miles, struggle through all the regulatory requirements, challenges such as finding parking, resting, and more – and still hit a delivery appointment within 15 minutes almost every time. Not to be forgotten, Magnum Logistics has doubled in size the past couple years simply by responding to customer needs. Our goal is to use our network of great carrier partners to add value to our customers at competitive costs. Magnum Logistics has taken this growth and reinvested back into the business , to make sure their technology is right in line with industry needs, such investing into Macropoint tracking for the carrier base.

Our last intangible is our people. We have a very experienced and above all professional staff who are completely focused on service. We understand that in the end service is what distinguishes us the most from our competitors. No matter our size customer service will always remain our focus!

- **Andrew Kaleida**, LTD Director of Business Development



MAINTENANCE DEPT.

news



Is it just me or does winter seem longer and colder than they used to be? I say that every spring but if we gauge it from first snow fall to last, we have had 3 longer than normal winters in a row. From the maintenance side there are increased costs with winter weather. Magnum had more weather-related accidents this winter season than ever before. We had our first winter related layover on icy roads on 10/21/19 and had a blow over just earlier this week and several in between. Accidents are costing more for a couple of reasons. Magnum is running late model equipment, so we are making repairs that are \$100K if the vehicle value is \$140K. Just a few years ago we never saw a repair over \$50K. Recovery and cleanup cost can be even higher than equipment cost. Then there is the cost of cargo claims and any EPA cleanup costs to the environment. We do not need to be hauling HazMat to get EPA involved as there is enough fuel, oil, and antifreeze on the truck to get them called out if these fluids are leaking. All these costs can pale in comparison if there are any injuries or God forbid, casualties where settlements can linger on for years. It is easy to see why Magnum has put so much emphasis on safety and makes it priority one.

We are still receiving new equipment that we are getting ready for service later than planned. LTD trucks and trailers and LTL trailers are delayed because manufacturing plants were shutdown for a period of time due to Covid-19.

We are excited at the here at the Fargo tractor shop as we are looking at plans to add an addition to the northside of our shop that would add 6 bays and a driver amenity area like what is in the Coon Rapids shop. If everything proceeds as planned this will start later this summer.

There is currently a lot going on in this country and world so everyone stay safe, appreciate what we have and enjoy the summer.

- Your Magnum Service Department

welcome to MAGNUM



LTD DRIVERS

KALISSA CARVER
GARY HARRELL
JOSHUA NORBY
MICHAEL BARRY
JOSHUA WALKER
JOSHUA WILSON
JOHN EVANS
PAULA HAGERMAN
EUGENE HENTON
ELIZABETH HILL
WESLEY ROLLS
LINDA PETERSON
MICHAEL STAPLETON
LARRY SHOTWELL
MICHAEL DYER
JOSEPH COLEMAN
JENNIFER MARTIN
ALMA LLOYD
ANDERS OLSSON
NOORMAN WOOTEN
CARL HOESLEY
JEREMY KIDD
RONNIE WARD
TOMMIE WATSON
SHANE BIRD
TROY LEGO
CHAD RAMSTAD
DAVID HALL
JEFFREY HALL
ALAN WEEKS

LTL

BRIANNA GREENLEY
JAMES JOHANNESON
LAINE PREAT
JOSHUA KELLER
WILSON FISHER
MAURICE MCFALLS
NICHOL FELGATE
ALAN WILLETT
PATRICK LEWIS
LUKE TAYLOR
BENJAMIN SOMMER
RYAN VONDAL
TONY JOHNSON
DANNY KACKMAN
SETH SOLHEIM
VITHA XIONG
TERRY PAUL
ALLEN TRONE
ANDREW JOHNSTON
CAREY MESA
RYAN GOETHALS
JAMES MARCHAND
NICOLE DAVIS
SETH WOLFF
WILLIAMS STAATS
JEFFREY MARANELL
AARON SKURDAHL
JOHN STADTHER
KATA VUE
JESSY RANGEL
NICKOLAS EDSTROM
WENDY SMITH

DEDICATED

RANDY CORY
WILLIAM GANOZA FU
MICHAEL ARMSTRONG
ARMIN CEMALOVIC
VIDAL VAZQUEZ
GREGORY MARSHIK
MALCOM SPEICHINGER
NORMAN WINKEL
SCOTT FROST
KEVIN HICKS

LTD ACCOUNTING

STEPHANIE WEINER