

# Stan's Ink Monthly



## Mark Your Calendar!

January 15—Martin Luther King Jr. Day

January 23—Quarterly Safety Committee  
Meeting in the conference room—2:00-3:00

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## Mike's Words of Wisdom...

January 2018  
The Best of the Best.

As I was watching the National Championship game between Alabama and Georgia Monday night it made me think about how much time each team had spent preparing since last season ended with 3 a day practice, preparing for every game throughout the season, and now on the biggest stage of their lives for the championship. What an exciting game with each team having opportunities to win, but in the end, there could only be one winner. It was Alabama, showing the world they are the best of the best in college football. After almost missing the college playoffs Alabama came back to win the Championship for a 5<sup>th</sup> time in 9 years breaking all kinds of records. When asked, how do you do it, Nick Saban said "I trust the players who do things the right way." Saban and his coaching staff make tough personnel/play calls all the time and each team member is expected to play their position, support their team, and be the best. On Monday night, they did just that.

How does that relate to the Stan's team? If we don't do our best by doing things the wrong way, we come up short for our families and our jobs. We have to have a daily focus on making things better by supporting our team and encouraging others to do their best. We can be armchair quarterbacks or we can play the game... we can second guess what others do or we can learn from our mistakes and give 100%. Are we utilizing our skills and talents to their potential or are we allowing ourselves to just get by? No matter how good we think we are, we can always improve. Here are a few easy ones to focus on.....

**Time management.** Not only our own, but helping others manage theirs. Time is money and the more money we spend wasting time the less Stan's has to share with us. Everyone has 1440 minutes per day, what we do with them is up to us.

**Preparation.** Load planning, trip planning, accounting, pricing, ordering, etc.... We must be prepared for our job so that we can be successful and produce great results. Procrastination is not our friend, it just gives you time to fail.

**Production.** Not just getting it done, but getting it done right and timely to produce the best results. Stan's has multiple productivity incentive programs that pay us for saving the company money. MPG, Mill Minutes per Ton, Safety, etc.... all generate savings for Stan's (all of us). The more productive we are, the more valuable we are.

**Customer Service.** Most of our customers do business with us because we bring value to their business and they trust us with their business. Smile, be nice, and solve their problems and they will keep paying our bills. It only takes one bad experience to lose a customer for life.

There is always room for improvement both at home and at work. If we want to be the best of the best and win Life's National Championship we must continue to improve ourselves, our families, and our company. What we do every minute, every hour, every day, every month, and every year makes a difference and if we are the best of the best our actions will show others that we are definitely winners!

Respect-Relationships-Results God Bless!

**Stan's Welcomes New Employees!**

Stan's welcomes new employees to the team. Pictured (left to right)—James Cochran and Mike Powell join the reefer division and Adriana Salas joins the team at the Red Hog.

**WELCOME TO STAN'S!****We are excited to announce the creation of a new Facebook page/group labeled as Team Stan's.**

This is a closed group that has been created to provide a positive outlet for tips, pictures, successes, travels, a place to ask questions and share information. For drivers to ask or share where there is available overnight parking, washes or any other tips. Where is the best place to have a burger & a cold beer in Alpena, SD?

A page to help fellow team mates!



**Check it Out!**

**Logistics Lingo!**

Ladies and gentlemen of the captain's chair,

We are allotted the privilege of wait time from Mike which is something drivers from other companies simply just don't have. The proper way to alert me to a wait time situation is to simply send a free form message to me telling me the load number, why you are requesting wait time, and how many hours you are requesting. I will then send you a response one way or another to let you know how many hours I am approving. If you haven't received a response within 48 hours, please send me a reminder message. This gives me the opportunity to approach wait time when I have all of the facts. And remember if it isn't safe, don't do it.

Joey

Stan's drivers  
have driven  
34 days  
without an at-fault  
physical damage  
accident!  
**Drive Safely!**

Stan's employees  
have worked  
**\*\*94 days\*\***  
without a  
“lost time”  
accident!

**HR Corner**

Avera health insurance renewal is now complete. Information was sent via email, peoplenet and mailed to home addresses. If you have any questions, please reach out to Tammy @ 605-849-3604.

**Dec. Top Fuel Mileage Performers****Reefer Division:**

5.13 MPG—8.02 MPG  
Cost /Mile  
\$0.57—\$0.36  
Scott Wagner 8.02  
Maurice Tennant 7.84  
Larry Harvell 7.69  
Santiago Trevino 7.5  
Jimmie Rederth 7.5

**Grain Division:**

3.85 MPG—4.46 MPG  
Cost /Mile  
\$0.76—\$0.65  
Brian Wicker 4.46  
Paul Kopfmann 4.45

**Stan's drivers  
traveled a total of  
547,062 miles in  
December!**

**January Birthdays**

Luverne Jager—1/10  
Israel Taguilas—1/13  
Luis Cucurella—1/15  
Ginger Moeding—1/18  
Austin Kopfmann—1/24

**Happy Birthday to our  
January babies!**

**HAPPY  
BIRTHDAY****February Birthdays**

Carl Hill—2/1  
Dickson Jorgensen—2/3  
Theodore Bartel—2/4  
Jeni Sinkbeil—2/6  
Scott Wagner—2/8  
Megan Kopfmann—2/9  
Jodi Weber—2/12  
Jason Abel—2/12  
Michael Phillips—2/17  
Cody Fries—2/18  
Chris Cashman—2/24

**Happy Birthday to our  
February babies!**

**January Years of  
Service Anniversaries**

Stan Kopfmann—54 years  
Duane Kopfmann—18 years  
Dickson Jorgensen—14 years  
Michael Phillips—7 years  
Mark Zimmermann—5 years  
Doug Mentele—4 years  
Jim Zard—3 years  
Don Sackett—3 years  
Robbie Schley—3 years  
David Chapa—1 year  
Douglas Apato—1 year

**Thank you for your service and  
dedication to Stan's!**