




Mark Your Calendar!

Feb. 2—Groundhog Day

Feb. 14 —Valentine's Day

Feb. 20—President's Day



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Mike's Words of Wisdom...

February 2017

99.8% chance you are going to lose, what do you do?


That's what the Patriots faced with 21 minutes left to go in Super Bowl 51, they had a zero-point-two percent chance of winning this year's Super Bowl. (That's a two in a thousand chance). It was Jim Carrey's quote in Dumb and Dumber "So you're telling me there's a chance." That .2% chance turned into the Patriots 5th Super Bowl title and became the greatest comeback in Super Bowl history, and maybe all of football.

How did it happen and what did they do to accomplish such a feat? It came down to Coach Bill Belichick's simple philosophy is **"Do Your Job!"**. **"Do Your Job!" means being prepared, working hard, paying attention to the details, and putting the team first.** They never played to lose, but ran every play with a strategy to win. The only way it could have happened is if everyone continued to *do their jobs*. Coach didn't ask their QB Brady to swap at halftime with the center, he had confidence that if everyone *did their job* on and off the field that they could win. This simple philosophy has put the Patriots in the record book for countless records and 5 Super Bowl Championships. Whether you like them or hate them, they have developed a winning formula and a winning culture.

How do we take that **"Do Your Job!"** mentality here at Stan's or at home to make us a better team? We need to answer the following questions truthfully....**are we prepared, are we working hard, are we paying attention to the details, and are we putting our Stan's team or family first?** Once we answer these questions and make adjustments where there is weakness, we will succeed, but if we are not all *doing our jobs* eventually we will fail as individuals, as families, and as a company. Stan's cannot be successful with only drivers or only office personnel or only dispatchers or only farmers or only feed people or only managers. It just doesn't work that way; we have to have a team of people that are skilled in their individual positions that make us a strong team. Every position at Stan's is important and if we all *do our jobs* without worrying how others are doing their jobs, we will be successful.

Sure the Patriots are a professional football team that earns millions of dollars, but they are no different than us. Individuals that have bonded and come together for the success of the team, which results in the success of all the players. At Stan's we should give 100% every day and be proud of what we do and how we do it, so when our competition sees Stan's they know we are **prepared, work hard (play hard), pay attention to the details, and put our Stan's team and families first.** If we embrace this philosophy of *doing our jobs*, we will all be winners!

Respect-Relationships-Results



Highway to Health

Exercise: Walking for Wellness

Regular aerobic activity lowers your risk for heart disease, diabetes, and some cancers. It helps you stay at a healthy weight. And it can help you deal with stress and sleep better.

Start with a reason to walk. If you have a reason, you're more likely to walk.

A daily or weekly goal can motivate you.

Try to walk for at least 2.5 hours a week. One way to do this is to walk at least 30 minutes on most days of the week. If time is a problem, walk in blocks of 10 minutes or more at one time.

You don't have to race-walk or run. Walk briskly enough to increase your heart rate and breathing, but not so fast that you can't talk comfortably.

Walking can improve your health. It is a form of aerobic activity, which means it increases your heart rate for an extended time.

A personal action plan gives you a place to write down your reasons to walk and to set goals. For example, you may want to walk to lose a few pounds or because you want to join a community walk. Examples of goals are walking 15 minutes a day or walking to work 3 times a week.

Once you've started walking, you want to keep doing it. Here are some ways to stay on track.

- Walk with others
- Walk whenever you can
- Try a pedometer

Source: www.cardiosmart.org

Jan. Accidents and Incidents

Backing into the dock and bumped the corner of the trailer on the door of another trailer—**\$900.00**

Cargo damage found when unloading—**\$4,500.00**

Truck was run into while sitting in the dock being unloaded—**\$2,500.00**



Deer jumped out of ditch and caught the wheel well and the fairing cover over the fuel tank—**\$1,900.00**

January Total : \$9,800.00

We have a \$25,000 deductible and are counting on YOU to keep costs down.

Stan's employees
have worked
****41 days****
without a
"lost time"
accident!

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



February Birthdays

Dickson Jorgensen—2/3

Scott Wagner—2/8

Megan Kopfmann—2/9

Jodi Weber—2/12

Michael Phillips—2/17

Dylan Ochsner—2/24

Chris Cashman—2/24

Happy Birthday to our February babies!



March Birthdays

Dave Farrell—3/5

Larry Harvell—3/5

Russell Wendt—3/8

Hans Anderson—3/9

Justin Friese—3/18

Chris Carr—3/20

Tammy Bierman—3/27

Jeanine Harmdierks—3/28

Mark Jensen—3/30

Happy Birthday to our March babies!

Stan's Welcomes New Employees!

Stan's welcomes 2 new employees to the team. Doug Apato (left) and David Chapa (right) both join our reefer division. If you see these new faces around, introduce yourself.



Welcome to Stan's!

Prevent the Spread of Germs at Work

Interaction between people in close contact increases the risk for respiratory illnesses like the flu to spread. Everyday preventive actions that can help prevent the spread of germs in the workplace include:

1. Cover your mouth and nose when coughing or sneezing
2. Avoid touching your eyes, nose, or mouth
3. Wash your hands
4. Stay home when sick



COMING SOON TO A BROWSER NEAR YOU!!!

WWW.STANSINC.NET

IS GETTING A MAKEOVER!

NEW LOOK

NEW PICTURES

NEW FEATURES

LAUNCH DATE WILL BE ANNOUNCED SOON!

February Years of Service Anniversaries

Steve Passenheim—16 years

Catherine Lucklum—10 years

Dave Farrell—5 years

John Bozzella—3 years

JJ Otruba—3 years

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

Jan. Top Fuel Mileage Performers **Congratulations!**

Reefer Division:

5.27 MPG—6.88 MPG

Cost /Mile

\$0.49—\$0.37

JJ Otruba 6.88

Scott Wagner 6.87

Michael Phillips 6.81

Roger Lammey 6.75

Steve Borkowski 6.67

Grain Division:

4.19 MPG—4.63 MPG

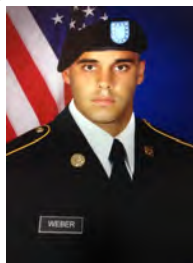
Cost /Mile

\$0.62—\$0.56

Bob Baker 4.63

Paul Kopfmann 4.34

Stan's drivers traveled a total of 445,203 miles in January!



Congratulations to Zack Weber (Paul's son) who has officially completed his training and is qualified in the field known as 25U. Zack is the Battalion Honor Graduate, with a GPA of 98.34!

Today At Work...

THE GOOD NEWS:
AS SOON AS I WOKE UP I MADE A LIST OF WORK PRIORITIES, BUILT A POSITIVE ATTITUDE AND FOCUSED ON BEING A SUCCESSFUL AND ENGAGED EMPLOYEE!



THE BAD NEWS:
I FORGOT TO GO TO WORK.

