

Leading The Way



Winter 2006/2007

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BUILDING EXPANSIONS TO KEEP UP WITH GROWTH

2006 marked some logistical changes for the Jay's Group of Companies. To accommodate the expanding freight business our Freight and Moving divisions in Saskatoon switched buildings. The Freight division is now located at 805 - 45th Street and the Moving division is now located at 1730 Alberta Avenue.

To also meet the needs of the growing Freight divisions, both Regina and Saskatoon locations have increased their warehouse space. The Saskatoon warehouse had an 8,000 square foot addition which created 16,000 square feet of warehouse space along with 21 dock doors.

In Regina, the 8,000 square foot addition resulted in 18,000 square feet of warehouse space and 24 dock doors for loading and unloading.



Saskatoon Freight Office



Regina Freight Office



Saskatoon Freight Warehouse



Regina Freight Warehouse

ANOTHER “HOLE IN ONE” YEAR FOR TELEMIRACLE

Another successful year for the Jay's Annual Telemiracle Tournament has come and gone. The 2006 event was held on June 9th at the Harbor Golf Club & Resort in Elbow. We were at full capacity again this year with 170 golfers and 132 hole sponsors, even more than previous years. With the generosity and kindness of local businesses and citizens we raised over \$50,000 for the Telemiracle organization. The success of the event brings our 15 year total to over \$350,000. Brad Blackwell with Kinsmen Telemiracle made a special presentation to Jay's Moving & Storage for all our efforts and support over the years.

As in previous years, golfers were bussed to the course from Regina and Saskatoon. A good time was had by all on the golf course, even though the weather was uncooperative. A full day of golfing was followed by a great steak supper and a silent auction. Our tournament winners this year were Steve Hernaczky, Laurie Wishira and Ivan Leibel.

Jay's Moving and Storage would like to say a heartfelt “Thank you” to everyone that donated through major sponsorship, hole sponsors, golfing and prizes. Without you, this tournament would not be possible.

We are proud to sponsor and host our 16th Annual Telemiracle Golf Tournament that will be held on Friday, June 15, 2007 at the Harbor Golf Club & Resort in Elbow. Please come out and help us support Telemiracle.

MOVING AHEAD

In February of 2005, Jay's Moving & Storage Ltd. set up their Information Technology Department and hired their first Information Systems Coordinator, Rodel Calvario. Since then he has been concentrating on both major and minor changes. Some of these changes include the standardization of all of the computer hardware and software.

His first major project in the Freight division was the implementation of JaysAccess (www.jaysaccess.com). Through this system the website is able to deliver images of bill of lading and proof of deliveries to clients and staff. A second phase of the improvements is now in progress.



Brad Blackwell presenting plaque to Lynn Knoll



Winning Team—Tied at -6

2006 JAY'S SCHOLARSHIP WINNERS

For the last three years Jay's Moving & Storage has offered five \$2000 scholarships to children and grandchildren of Jay's employees. This year's recipients are:

Lindsay Igini—daughter of Wes Close (Battleford)

Ashley Martinson—daughter of Iver Martinson
(Saskatoon Freight)

EMPLOYEE PROFILES

Jay's has always understood that their employees are their most valued asset. Carrying on the tradition from previous newsletters, this section is dedicated to the profiling of Jay's employees. These two drivers from separate divisions of the company both portray our standards of excellence. And it is interesting to note that both drivers indicate that "driving is in

RICHARD LANZ

Born and raised in Regina, Richard Lanz has been driving for Jay's for almost 25 years. Richard first got his foot in the door in the early 1980's. "I was driving for a friend who was a leased-operator and who later went into the moving side of Jay's. His driving position was then offered to myself." says Richard.

Richard's job involves line haul driving between Regina and Saskatoon during the week and various points across the province after that. "Over the years I have gone through fifteen highway tractors and several layers of #11 highway."

Tim Schuette, Branch Manager of Regina Freight had this to say about Richard. "Richard is dedicated, he's willing to do anything at anytime. He's always aware of others around him, and he has an excellent work ethic."

In his spare time he enjoys fishing, hunting and spending time with his wife, Judy and their sixteen year old daughter, Robyn. Richard has also been involved with various types of auto-racing throughout the years.



MIKE MACK

Mike began working with Jay's over seven years ago. When he's not working with the moving division he's working with the freight division. Between the two he keeps himself very busy.

"My grandfather and father were both truck drivers, so naturally driving was in my blood." says Mike.

When asked why Jay's is a successful company Mike replied "There are many things that makes Jay's a successful company: one of them being the people, from the managers down to the swampers—everyone working together to make Jay's what it is."

Mike prides himself on his good work ethic and determination to get the job done and get it done right. He likes the travelling and being able to see all that Western Canada has to offer. His truck is always clean and runs efficiently.

"Mike is a very loyal employee, he represents our company well with customers and has Jay's interest at heart" says Milt Letkeman, Branch Manager for the Regina



A LASTING RELATIONSHIP

Customer Service: is the set of behaviors that a business undertakes during its interaction with its customers. At Jay's we believe that providing timely and accurate services to our customers helps to build a lasting relationship with companies and individuals.

Jay's Moving & Storage and Information Services Corporation started working together in 2000. Since then ISC and Jay's have worked very closely together. When Jay's approached Dawn Schmalenberg at ISC she had these words about Jay's.

"Jay's Moving and their employees have been instrumental in a historical change within the province of Saskatchewan in recent years. In 2000 Jay's was awarded the contract to relocate all 8 of Saskatchewan's provincial Land Titles Offices into a new era of automation and the newly formed Information Services Corporation document storage facility at 1301 1st Ave in Regina. 500,000,000 pieces of paper were relocated from offices in Moose Jaw, Humboldt, Regina, Saskatoon, The Battlefords, Yorkton, Prince Albert, and Swift Current to this newly retrofitted warehouse facility, along with the relocation of the employees in those centres into new offices in those regions. The impact of any errors or damage in this move would have had a huge cost to the province of Saskatchewan and it's taxpayers. This task was accomplished in record time by Jay's professional staff without error



been to renovate our 1st Ave location into our new customer services center. This gives our employees a better work environment and closer access to the documents, along with allowing our customers better access to our Corporation and it's products. Once again we called on Jay's to help us out in this major project by decompressing the 500,000,000 pieces of paper located in the existing warehouse, redesigning the document storage floor plate and then relocating the 100 employees into that facility. Their knowledge of our business, our Corporation, project management and the moving industry was a major part of the success of this project - another project on time and on budget."

"Milton Letkeman and his Regina team are an extremely dedicated group of professionals that strive for excellent customer service and satisfaction - service with a smile. They repeatedly go above and beyond to ensure that their customer, ISC, continues to have the capability to provide top service to our own customers. Jay's approach to not only our large projects but also our day-to-day relocations is with the same professional manner and with the same TLC. They have come to our assistance whenever we have asked and whenever it has been required - often on short notice. Milton's ability to see the "big picture" has not only saved us in time and reduced costs, but also has helped us plan for the future. ISC has formed a Partnership with Jay's Moving because of their proven commitment, dedication, cost effi-

Annual Years of Service Awards for 2006

At Jay's Group of Companies we are proud of our staff. In both the Moving and the Freight divisions of our company, our

5 Years

Carol Rohatyn	Head Office
Milton Chase	Regina Moving
Nelson Kingston	Regina Moving
Andrea Haberman	Saskatoon Freight
Toni Swahn	Regina Repair Shop

10 Years

Brenda Thompson	Head Office
Terry Bonogofski	Swift Current

15 Years

Kathy Woychesko	Yorkton
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20 Years