



Leading the Way

Winter 2008 / 2009

JAY'S SENIOR MANAGEMENT TEAM



Greg
Doehl
Relocation
Consultant
• 26 Years

Dennis
Doehl
C.E.O. &
Chairman of
the Board
• 44 Years

Milton
Letkeman
General
Manager of
Moving Division
• 19 Years

Doreen
Pankewich
Manager of
Finance &
Administration
• 28 Years

Terry
Simonson
President &
C.O.O.
• 30 Years

After 42 years at the helm, Dennis Doehl, founder and owner of Jay's Group of Companies decided it was time to step back from the day-to-day operations of the organization. In 2006, he appointed a Senior Management Team to carry the company forward and promote the unique Jay's culture. The members of the Senior Management Team bring considerable experience and skills to the table, each having worked their way up through the company while learning the business inside out. "I have complete confidence in the abilities of the management team," says Dennis, "and they have proven themselves to be strong, capable leaders who are innovative and adaptable while maintaining a strong focus on our customers and service excellence."

ANOTHER RECORD-BREAKER FOR TELEMIRACLE

Jay's Group of Companies hosted their 17th Annual Golf Classic on June 13, 2008 to raise funds for the Kinsmen Telemiracle Foundation. Golfers from near and far enjoyed a perfect summer day at the picturesque Harbor Golf Club in Elbow. After spending a relaxing day out on the links, everyone gathered for a steak supper, silent auction and prize presentations. Golf scores were close with the winning team at 10 under par, and 3 teams tied at 8 under.

Every year, this tournament just gets bigger and better. This year was no exception—we re-wrote the record book again by raising an amazing \$70,292 for Telemiracle, which brings the amount raised over 17 years to a grand total of \$489,227. This would not be possible without the generous support of our sponsor partners and enthusiastic golfers. We had 67 major sponsors, 163 hole sponsors, and golf registrations were sold out by March 26, 2008!

We are extremely grateful to all of our partners and golfers for recognizing the importance of this fundraiser. The Telemiracle Foundation provides funding support to Saskatchewan individuals and families who need specialized health care or equipment. Every dollar raised directly benefits residents of Saskatchewan—and we know that this donation will make a profound difference in the lives of many people and their families.

It will be an honour to present these funds at Telemiracle 33 in 2009 on behalf of everyone who contributed and participated. Plans are already underway for Jay's 18th Annual Golf Classic which will be held Friday, June 12, 2009 at Harbor Golf Club in Elbow.

2008 Winning Team—10 Under Par



Myles Derby, Wayne Back, Dean Miller, Bryan Anderson
presented by
Wayne Atkinson & Steve Hernaczky of Kal Tire

2008 Telemiracle Kick-Off



Beverley Mahood & Brad Johner made a surprise visit to Jay's Moving Saskatoon to kick-off Telemiracle 32. Jay's donated the proceeds from the Jays 2007 Golf Classic at the live telethon; totaling \$64,512, it was the largest corporate donation made on the telethon.

ATLAS SALES AWARDS

Agent Sales Achievement Awards by Population
Jay's Moving & Storage Ltd.
Calgary—1st Place

Agent Sales Achievement Awards by Population
Jay's Moving & Storage Ltd.
Saskatoon—2nd Place

Individual Sales Award
Bruce Pongracz
Jay's Moving & Storage Ltd.
Saskatoon—2nd Place

STA SAFE DRIVING AWARDS

This year, the Saskatchewan Trucking Association has awarded 2007 STA Safe Driving Awards to four Jay's drivers.

Denny Elliott—5 Years

Don Cameron—15 Years

Iver Martinson—15 Years

Brian Lake—30 Years

2008 SANTA CLAUS PARADE

Jay's employees and family members participated in the 2008 Santa Claus Parade. As a major sponsor of Telemiracle and the MS Society, the parade provides an opportunity to showcase both organizations with colourfully decorated 53-foot trailers. Throughout the remainder of the year, these traveling billboards criss-cross the province promoting these important causes.



2008 JAY'S SCHOLARSHIPS

Since 2002, Jay's Group of Companies has awarded five \$2000 scholarships to children and grandchildren of Jay's employees. We would like to congratulate our 2008 recipients and wish them success in the upcoming year:

Cole Krochak

Son of Brent Krochak—Yorkton

Justin Knoll

Son of Lynn Knoll—Head Office

Shawn Lindquist

Son of Arlene Lindquist—Regina Freight

Eric Phonsavatdy

Son of Pon Phonsavatdy—Head Office

Katherine Diduck

Daughter of Donna Diduck—Yorkton

ATLAS QUALITY AWARDS

At the Atlas Convention in October 2008, Jay's Moving & Storage received three Atlas Quality Awards. These awards are determined by a stringent rating system that grants points based on questionnaires, administrative procedures, claims, and program participation.

2008 Van Operator Award

Kris Bonogofski

Jay's Moving, Swift Current



2008 Atlas National Quality Award

Terry Bonogofski & Her Team

Jay's Moving, Swift Current

2008 Atlas Western Regional Quality Award

Terry Pylatuk & His Team

Jay's Moving, Regina

ATLAS DRIVING AWARD

Bob Clarke, President of Atlas Van Lines Canada recently presented **Denny Elliott** from Jay's Moving & Storage, Saskatoon, with two awards for 150,000 & 200,000 Miles of Safe Driving.

2008 TRUCK CONVOY



Jay's and Paul Perry, from Jay's Safety & Compliance Division, once again played an integral role in organizing the 2nd World's Largest Truck Convoy. Forty trucks, including ten Jay's trucks, travelled from Saskatoon, through Chamberlain, to Regina for a barbeque and presentations. The convoy raised \$12,500 for Special Olympics Saskatchewan—an organization that helps athletes with intellectual disabilities participate in sports.

JAY'S—44 YEARS STRONG

Saskatchewan has been experiencing quite a bit of a boom as of late. While other parts of the country have been experiencing an economic downturn, newspaper headlines confirm what most of us are observing: employment is strong; retail sales are way up; building permit applications and land sales are setting new records; and, construction projects and infrastructure improvements are taking place all over the province.

More people are returning to Saskatchewan than are leaving; in the fall of 2007, the population grew to one million and it continues to grow. The rest of Canada is sitting up and taking notice that the Saskatchewan economy is leading the nation in numerous areas, including exports, manufacturing, and building permits.

The impact of a vibrant economy in Saskatchewan has been dramatic with virtually every sector and community experiencing the benefits.

But it hasn't always been that way. Jay's has ridden the upturns and downturns in the Saskatchewan economy over the past 44 years. While other companies were cutting back during the lean years, Jay's owner, Dennis Doehl, a true entrepreneur, looked for new opportunities to improve service to customers by expanding operations, acquiring other companies, and providing innovative service offerings. Dennis never quit believing – or investing – in Saskatchewan.

Today, Jay's is one of the largest locally-owned freight, moving, and storage companies operating in the prairie provinces. With 12 branches and over 600 pieces of equipment, Jay's provides household goods and office moving services locally, nationally, and internationally, as well as providing direct freight service to over 300 points in Saskatchewan.

Vehicle repairs are done at one of Jay's two fully-equipped maintenance shops located in Regina and Saskatoon. Reliable equipment means on-time deliveries for customers.

With over 400 staff members throughout Saskatchewan and Alberta, Jay's provides employment opportunities and contributes to the local economy. Terry Simonson, President of Jay's Group of Companies elaborates, "Our employees have played a huge role in the success that Jay's has enjoyed. I believe that the quality of our people is what makes the difference. We have an amazing group of employees who are dedicated to the

company and take pride in providing exceptional customer service." Terry added, "We never, never take our success or our customers for granted. We are constantly looking for ways to improve our service."

Jay's believes in giving back to the communities in which it does business. The company actively supports many local community organizations and is a major sponsor of Telemiracle and the MS Society.



Dennis & Arlene Doehl
Owners of
Jay's Group of Companies

ANNUAL YEARS OF SERVICE AWARDS FOR 2008

Jay's employees are Jay's greatest asset. Their knowledge, experience, and commitment to customer service has made Jay's the best moving and freight transportation company on the prairies. Every year, Jay's recognizes years of service milestones at the annual company Christmas party.

5 Years

Neil Schulhauser
Kristopher Bonogofski
Leanne Quart
Glenn Knodel
Chris Piwtorak
Tom Brophy
Rick Strobl
Jennifer Glennie
Dave Lipinski

Regina Freight
Swift Current
Head Office
Yorkton
Regina Freight
Calgary
Regina Shop
Regina Moving
Yorkton

10 Years

Lori Carbert
Chris Simonson

Saskatoon Freight
Saskatoon Freight

15 Years

Iver Martinson
Sheila Lang
Trent Haaland

Saskatoon Freight
Head Office
North Battleford

20 Years

Darrell Hincks

Regina Freight