



Leading the Way

Fall 2011

Over 45 years ago, Jay's Moving & Storage Ltd. started with one man and a pick-up truck. In October 2010, that small company was named Saskatchewan's Business of the Year at the 27th annual Achievement in Business Excellence (ABEX) awards ceremony. Jay's was also the winner in the service category.

Started in 1964 as a small, family-owned and operated trucking business, Jay's has grown to 11 offices and warehouses, with a staff of more than 400 in Alberta and Saskatchewan. The fleet includes more than 600 trucks and trailers.

Steve McLellan, CEO of the Saskatchewan Chamber of Commerce, said Jay's is a worthy recipient of the ABEX Business of the Year, an award which goes to the business "demonstrating exceptional performance that is particularly outstanding and deserving of praise. Their attention to customer service is exceptional. They continually look for innovative ways to grow the company and serve their customers better."

Sponsored by the W. Brett Wilson Centre for Entrepreneurial Excellence, in Saskatoon, the Business of the Year is selected from all ABEX entrants, based on profitability, growth, stability, investment strategy, and impact based on size of corporation.



Regina Moving Branch Manager, Terry Pylatuk, accepts the 2010 Saskatchewan Chamber of Commerce Achievement in Business Excellence (ABEX) Award for the *Business of the Year*. Jay's Moving & Storage Ltd. also won first place in the Service category.

NEW WEBSITE UNVEILED

Jay's is pleased to announce the launch of their redesigned Web site at www.jaysmoving.com. The new site includes quick access to product information, a place to see available job postings and simplified navigation.

Please check out the new site at www.jaysmoving.com.



JAY'S SCHOLARSHIPS

In 2004, Jay's established a scholarship program. The program was later named the Robert & Edith Doehl Scholarship Fund in honour of founder Dennis Doehl's late father and mother.

Each year, scholarships are awarded to children, grandchildren, sons-in-law or daughters-in-law of Jay's employees who will be attending university, community college, or technical school on a full-time basis. These scholarships will assist with the costs of post-secondary education and are one of the ways Jay's is investing in our future.



(L to R) Scholarship Committee: Doreen Pankewich; Lynn Knoll
Scholarship Recipients: Jessica Mason (daughter of Holly Henderson, Moose Jaw); Kaylee Diduck (daughter of Donna Diduck, Yorkton); Laura Spencer daughter of Darwin Baker, Saskatoon Freight); Nolan Ursu (grandson of Floyd Davison, Regina Freight); Kayla Turgeon—not present (daughter of Russ Turgeon, Regina Freight)

EMPLOYEE PROFILE BRENT KROCHAK, YORKTON



I started at Jay's Moving & Storage Ltd. in November of 1986 as a mover in Melville, SK. In the summer of 1987, I was asked to manage the Melville branch (moving and freight). That same year I married my wife, Shannon, and we lived in Melville for 10 years. We were blessed with two children; Cole (21) who is working for the City of Yorkton (Cole has also worked with me at Jay's), and Amanda (18), who just graduated and also works for the City of Yorkton.

In April 1996, I started as manager of the Yorkton branch and continued on as manager until August 2004, when I stepped down to assist current manager, Leonard Hack.

As dock foreman, I am in charge of loading the in-city deliveries as well as our three out-of-town lines, and assisting Leonard in the day-to-day duties of the branch.

In my spare time I like to fish, golf and bowl. But coaching my son and daughter has been my greatest joy. Whatever activity they were involved in is where most of my spare time was spent. I have also enjoyed participating in and helping with the Saskatchewan Truck Rodeo, being part of the Telemiracle Golf Tournament, the Truck Convoy and driving in a number of local parades throughout the years.

Jay's has always been a family company and has always treated me like family. I consider myself fortunate to have been able to watch Jay's grow into what it is today, with 11 branches and service to over 435 points in Saskatchewan.

I have enjoyed working for the past 25 years because of the people I work for, the people I work with and the customers we serve. Every day brings a new day of challenges, rewards and at times sacrifices. The challenges of these days have made me a better person and taught me to have a better respect for others. I remember when I first learned to treat other people's items like they were "Grandma's fine china." If this principle is applied every day, and we give a smile to all our customers, then I think Jay's will keep winning Customer Service awards.

It has been my pleasure to be with the company for the past 25 years. I look forward to the years to come and to watch us continue to grow.

Congratulations to Brent for placing first at the Saskatchewan 2011 STA Provincial Truck Driving Championships in the Single/Tandem category. We were proud to have him represent Jay's at the Nationals in Calgary, Alberta.

ANOTHER RECORD-BREAKER FOR TELEMIRACLE

GOLF TOURNAMENT—A sunny day, 172 golfers, a crisp “swoosh” and the first ball was on the green. Jay’s held its 20th Annual Golf Classic at Harbor Golf Club & Resort on Friday, June 10. The event raises funds for the Kinsmen Telemiracle Foundation in Saskatchewan and is Jay’s biggest fundraiser of the year.

In 2010, the annual event brought in over \$88,000. This year, Jay’s had a specific goal of reaching \$100,000 and thanks to our fun-loving golfers and the incredible support of our sponsor partners, we well surpassed that goal with a record-breaking \$104,000. This brings our 20-year grand total to over three-quarters of a million dollars! People’s generosity continues to inspire us.

Telemiracle is a homegrown success story that has touched the lives of so many Saskatchewan residents with special needs by providing resources for medical assistance and equipment.

Of course Telemiracle is the real winner of this tournament. However, we also would like to congratulate the first place golf team: Jeff Young, Lanny Labelle, Glenn Macza and Bruce Bell. They all received leather jackets donated by Kal Tire in Regina and fleece blankets “trophies” donated by Talbot Marketing.

Funds raised will be presented at Telemiracle 36 in March 2012. We are looking forward to hosting our 21st Annual Golf Classic next year on Friday, June 8, 2012 at the Harbor Golf Club in Elbow.



2011 Winning Team

Jeff Young, Glen Macza, Lanny Labelle and Bruce Bell presented by Wayne Atkinson & Steve Hernaczky of Kal Tire



Second Place Team

Darren Carlson
Lanny Seiferling
Bob Millar
Nolan Dooley



Third Place Team

Dan Sabo
Garry Ortman
Brian Ewing
Malcolm Beug

STA SAFE DRIVING AWARDS

Saskatchewan Trucking Association Safe Driving Awards were presented to 27 of Jay’s drivers in 2010. The following three drivers hit five-year milestones for safe driving during the previous year.

Gord Procyk—20 Years
Terry Yung—15 Years
Doug Marchewka—10 Years

2011 ATLAS SALES AWARDS

Agent Sales Achievement Award I

Jay’s Calgary—2nd Place

Agent Sales Achievement Award II

Jay’s Saskatoon—2nd Place

Individual Sales Award

Bruce Pongracz, Jay’s Saskatoon—1st Place

Regional Quality Award

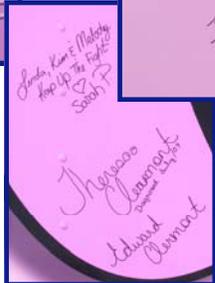
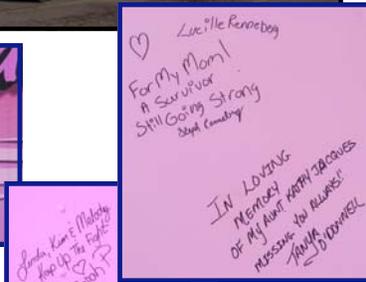
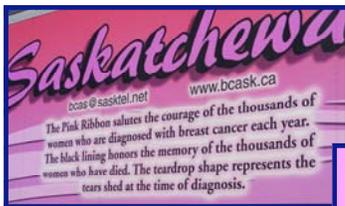
Jay’s Swift Current—1st Place

HONOURED SUPPORTER AWARD

Jay’s was a proud recipient of an [Honoured Supporter Award](#) from the Saskatoon chapter of the Association of Fundraising Professionals. This honour was due to our annual our Annual Golf Classic raising funds for Kinsmen Telemiracle.



BREAST CANCER TRAILER CONTINUES TO INSPIRE



In 2009, Jay's entered into a unique partnership with Breast Cancer Action Saskatchewan (BCAS). One of Jay's freight trailers was wrapped from front to back with custom graphics to promote awareness of the BCAS and to honour women who have battled breast cancer. As the trailer travels the province to various events, cancer survivors are invited to sign their names directly onto the trailer as a testament of courage. "The response from the community has been fantastic. Each and every time the semi arrives at an event, people are lined up to sign it," says Tia Lutz, Executive Director of BCAS. It is a moving experience for those who leave messages and also for those who read them.

Jay's own Margo Gray was the second person ever to have signed the trailer and recently celebrated five years of being cancer free. She says, "There is no feeling like looking down at your file and reading 'Invasive Ductal Carcinoma'. My heart stopped. They said my window for reoccurrence is 5 years, and if it is going to come back, the chances are greatest in the first 5 years. I have been clear on every mammogram and MRI since that first dark year. I hate to toot my own horn...but toot, toot!!!"

ANNUAL YEARS OF SERVICE AWARDS FOR 2010

Jay's has built its reputation by providing excellent customer service to our steadily growing customer base. We believe that our employees are our greatest asset and that much of our success can be directly attributed to the knowledge, experience, and commitment of our valued employees. The commemorative pin is our way of expressing our appreciation for our staff's dedication and loyalty. Jay's gave out thirty diamond pin awards, a custom diamond bracelet, and cheques totaling \$31,500 at the Christmas Party in 2010.

30 Years

Doreen Pankewich **Head Office**

20 Years

Cliff Busler **Saskatoon Freight**
Irene Gray **Head Office**
Gord Procyk **Regina Freight**
Corey Temple **Regina Freight**

15 Years

Terry Bigelow **Saskatoon Moving**
Pon Phonsavatty **Head Office**
Jean Carter **Calgary**
Wilf Sangrey **North Battleford**
Darcy Chupa **Regina Freight**

10 Years

Trevor Elder **Swift Current**
Doug Marchewka **Saskatoon Freight**
Holly Henderson **Moose Jaw**

10 Years cont'd

T.J. Letkeman **Regina Moving**
Gord Kunz **Saskatoon Freight**
Geoff Ewert **Regina Shop**

5 Years

Rodel Calvario **Head Office**
Bo Kummer **Regina Shop**
Scott Schreiner **Saskatoon Freight**
Diann Heinitz **Head Office**
Kent Fuergutz **Saskatoon Freight**
Debbie Woitas **Regina Moving**
Victor Bernard **Calgary**
Shawn Whiting **Regina Shop**
Stephanie Glas **Saskatoon Freight**
Jason Gervais **Moose Jaw**
Keith Hearn **Saskatoon Freight**
Jim McIntee **Regina Freight**
Eddy Blanchard **Regina Freight**

