



Leading the Way

Fall 2012

ANOTHER RECORD-BREAKER YEAR FOR TELEMIRACLE

GOLF TOURNAMENT—

Jay's hosted the 21st Annual Golf Classic at Harbor Golf Club & Resort on Friday, June 8, 2012. The event raises funds for the Kinsmen Telemiracle Foundation in Saskatchewan and is our biggest fundraiser of the year. In 2011, the annual event brought in over \$104,000 and was presented at the March 2012 Telemiracle Telethon. In Jay's style, we wanted to raise the bar yet again this past year. And



thanks to our golfers and the incredible support of our sponsor partners, we set another new record of almost \$116,000, which will be presented at the telethon in March 2013. This new amount brings our 21-year grand total to over \$878,000. People's generosity continues to inspire us. We're thinking hard about ways to bring in at least \$122,000 in 2013 in an attempt to push past the million dollar mark!

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. While Telemiracle is the real winner of this tournament, we would like to congratulate the first place golf team: Kevin Taylor, David Dueck, Terry Mayer and Mike Ryan. They all received golf bags donated by Kal Tire in Regina and engraved trophy flasks donated by Talbot Marketing.

We are looking forward to hosting our 22nd Annual Golf Classic next year on Friday, June 7, 2013 at the Harbor Golf Club in Elbow.

2012 Winning Team



TOP 100 COMPANIES LIST

Jay's was proud to have earned a spot on the Top 100 Companies List in Saskatchewan ranked by total gross revenues for the 2011 fiscal year. This kind of recognition is a testament to the hard work and dedication of our employees.

DISPATCHER OF THE YEAR

The Saskatchewan Trucking Association presented Jay's employee, **Glen Rugg from Jay's Transport Regina**, with the 2011 Dispatcher of the Year Award. From your family at Jay's, a sincere congratulations!

TOP DRIVING HONOURS

Gord Procyk, Jay's Transport Regina, one of our top drivers, proved his excellent driving skills once again by taking home top honours in the B-train category at the STA Driving Championships. Gord also represented Jay's as part of Team Saskatchewan at the Nationals in Moncton, NB in September 2012.

2012 ATLAS AWARDS

Agent Sales Achievement Award Category Two

Jay's Calgary—2nd Place

Agent Sales Achievement Award Category Four

Jay's Regina—1st Place; Jay's Saskatoon—2nd Place

Individual Sales Award

Greg Doehl, Jay's Calgary—3rd Place, Cat. Two

Bruce Pongracz, Jay's Saskatoon—1st Place, Cat. Four

Regional Quality Award

Jay's Calgary Branch, Western Region

Angela Scott, Jay's Calgary—Professional Moving Consultants, Western Region

STA SAFE DRIVING AWARDS

Saskatchewan Trucking Association Safe Driving Awards will be presented to 39 Jay's drivers. The following drivers hit five-year milestones for safe driving.

Bruce Creighton—25 Years

Brent Krochak—20 Years

Ron Boys—15 Years

Jason Gervais—5 Years

Sheldon Minifie—5 Years

WORLD'S LARGEST TRUCK CONVOY—SASKATCHEWAN



On September 15, 2012, the World's Largest Truck Convoy raising funds for Special Olympic Saskatchewan, headed down Hwy 11 from Saskatoon to Regina. Sixty-three trucks (11 were Jay's) took part in this fundraiser and helped raise \$42,500—almost doubling last year's donations. Jay's drivers alone got pledges totaling over \$4,200 and we certainly appreciate their efforts. One new event that helped increase the funds raised, says organizer Paul Perry of Jay's, is the Truck Pull contest where teams of eight compete to pull a 15-ton truck and trailer unit. The event was followed by a BBQ that included live coverage from radio stations CKRM and Big Dog.

REGINA PATS, BREAST CANCER AWARENESS & JAY'S



Partnering with the Regina Pats, Jay's will once again roll out its Breast Cancer "Survivor Trailer" to the November 2nd game vs. the Calgary Hitmen and add signatures of cancer survivors to the trailer. One of the survivors, Connie Baker, pictured above (center), unfortunately passed away in February 2012. We will cherish her signature on our trailer. Regina Pats is planning a memorial pre-game ceremony for Connie and her family during the November game to recognize her battle with breast cancer. Jay's will again be the official game sponsor for that night.

EMPLOYEE PROFILE GREG DOEHL, CALGARY



I started with Jay's at a very young age: sweeping floors, emptying garbage cans, and being the dollyman on evening piano moves, before I even knew what a paycheck was. My parents are both involved with Jay's and I was happy to be able to just hang around.

I earned my first wage late in elementary school and into high school, packing alongside Grandma Doehl and working on office moves on weekends. The first summer I had my license, I was hauling household effects across the Prairie Provinces during my school summer breaks. My first job after graduating from high school was driving truck full-time for Jay's in Brandon MB where I spent four years. I then moved back to Regina and continued on as a driver, and later became a dispatcher. Moving to Saskatoon, I spent another 12 years as a dispatcher, and then became Branch Manager. My last move was to Calgary where I was the Branch Manager for five years, and then moved into sales, which I have been enjoying for the past eight years.

Working with my father has been interesting. We have gone through a lot of situations, some good and some bad. As time went by, I realized that I wasn't only working for family, I was working for our customers. To consistently earn the trust of my customers, I have to also trust the company I work for. With Jay's, customer service is always at the forefront, which is not necessarily the case with all companies.

In my early years of hanging out as a kid, I was taught things like, "don't set that down without a pad under it" and "treat things like you would want your grandmother's things to be handled." In fact, I have many memories over the last 30 years: I have loved the years I spent on the road traveling, felt both the awe of completing the Air Canada relocation and the trauma of a mechanical failure on a truck I was driving, which caused a family's worldly effects to burn down, transitioning through the different positions, and celebrating the opening of our Calgary facility. There are many memories, but the greatest of these would be building a relationship with my father.

I have two children, Curtis & Jaclynn. I'm very proud of them and very fortunate to have them. I enjoy spending time outside in the yard, on the motorcycle, sleds, skiing, or just sitting back and appreciating all that God has offered me.

BUCKLAND VOLUNTEER FIRE DEPARTMENT GETS NEW TRUCK



Dennis Doehl with George Shand

Responding to an urgent need, Jay's donated a tractor to Buckland Fire & Rescue, which was quickly converted into a water supply truck and trailer. George Shand, 13-year volunteer fire captain and Jay's Prince Albert Branch Manager, approached Jay's for help. Owner Dennis Doehl agreed to lend a hand. Shand says, "The roof-mount guns on our large pumper trucks need a huge surplus of water, and this is the only truck really that we could supply that kind of quantity with. I'm so proud to work for a company that is willing to give back to our communities. The community of Buckland and its firefighters really appreciate Jay's donation."

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 is one of many ways Jay's gives back and invests in our future.



2011 Robert & Edith Doehl Scholarship Recipients presented at the Staff Christmas Party in December 2011

Left to Right: Brandee Demyen (daughter of Ron Demyen, Regina Freight), Phil Kwasnacia (son of Kevin Kwasnacia, Saskatoon Moving), Adriana Knoll (daughter of Lynn Knoll, Head Office), Devon Kwasnacia (daughter of Kevin Kwasnacia, Saskatoon Moving), and Shelbi Schuette (daughter of Tim Schuette, Regina Freight)



From the Mailbag

Jay's has been an agent for Atlas Van Lines since 1970. During this time Jay's has made significant contributions to the growth and success of Atlas in numerous aspects.

Jay's operates eleven locations in Saskatchewan and Alberta representing the Atlas brand. In Saskatchewan their

efforts have provided Atlas with an outstanding market share position of 58.6% of the business.

Of equal importance Jay's is a driving force behind Atlas' 'Quality in Motion'® initiative.

Having personally attended many of Jay's meetings, training and development sessions I can speak first

hand of their commitment to service. They are a company that walks their talk and delivers an exceptional level of service.

On behalf of Atlas Van Lines, I would highly recommend the Jay's Group of Companies to any client considering the utilization of their services.

—Robert J. Clark, President, Atlas Canada

Impromptu Senior's BBQ



When you have to switch out the stoves of an entire senior's complex, how do you do it all in a day and still make sure the residents eat on time? You host a free outdoor BBQ! Jay's was asked to replace the stoves in 109 units at King Edward Retirement Village in Saskatoon early May 2012.

Jay's did their best to care of these seniors and treated them like family

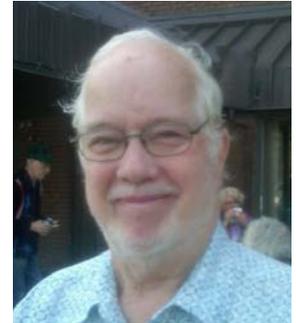
members. "It just made sense," says Terry Pylatuk, General Manager Regina & Saskatoon Moving Divisions, "that if we were taking out their cooking source, we'd need to find a way they could still eat a hot lunch. And since we already have a large travelling BBQ we bring out to a number of communities each summer, we thought we'd host a lunch for the residents on the property."

Conrad Rowley, one of the Village residents, expressed his sincere thanks saying the BBQ was "a very wonderful

thing [we] had done for them."

According to plan, the work was indeed completed in one day

and the seniors are now enjoying cooking up their own creations on the new stoves thanks to our hard-working Jay's family in Saskatoon.



Annual Years of Service Awards for 2011

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 gold and diamond pin (one diamond for every five years of service) is our way of expressing appreciation for our staff's dedication and loyalty. Jay's gave out twenty-seven diamond pin awards and cheques totaling \$17,500 at the Christmas Party in 2011.

25 Years

Brent Krochak **Yorkton**

15 Years

Terry Bonogofski **Swift Current**

10 Years

Andrea Haberman **Saskatoon Freight**
Nelson Kingston **Regina Moving**
Carol Rohatyn **Head Office**
Judi Weum **Battleford**

5 Years

Chris Arno **Regina Freight**
Lorraine Carmody **Saskatoon Moving**
Donna Diduck **Yorkton**

5 Years cont'd

Curtis Doehl **Regina Moving**
Fred Douglas **Regina Freight**
Dave Gonick **Saskatoon Freight**
Warren Hamilton **Regina Freight**
Kristin Heidt **Head Office**
Dale Jackson **Regina Freight**
Cathy Kautzman **Regina Moving**
Mike Kingston **Regina Freight**
Laurie Langmo **Regina Freight**
Crystal Magnus **Head Office**
Paul Perry **Head Office**
Joe Redlich **Saskatoon Moving**
Tim Schuette **Regina Freight**
Brian Webb **Saskatoon Freight**
Brian Zurowski **Regina Freight**

