

# Leading The WAY

## 2013 Events

### January

Telemiracle Kick-off  
Breakfast

### February

Rotary Jay's Valentines  
Gala

### March

Telemiracle Telethon

### April

Realtors Conference  
Education Day  
MS Walk

### June

Jay's 22<sup>nd</sup> Golf Classic

### July

I Love Regina Day  
Queen City Ex Parade  
Rotary Breakfast

### August

MS Bike  
Megamunch 's Birthday

### September

Queen City Marathon  
Truck Driving  
Championships  
Truck Convoy

### October

Dress for the Cause  
ABEX Awards  
Atlas 50<sup>th</sup> Convention

### November

Santa Clause Parade

### December

Jay's Christmas Party

## MULLEN GROUP LTD. ACQUIRED JAY'S MOVING AND STORAGE LTD.

As of June 1, 2013 Jay's became an independently operated business unit within Mullen Group. Mullen Group Ltd. is the largest provider of specialized transportation and related services to the oil and natural gas industry within Western Canada and is a leading supplier of trucking and logistics services. Jay's is the twenty-sixth company in the Mullen Group and their first acquisition with a Moving division.

"We are extremely pleased to add Jay's to our organization," says Murray Mullen, chairman and CEO of Mullen Group. "[Jay's] has an excellent reputation for providing outstanding service to its customers and we look forward to working with the management team to



enhance the service offerings to Mullen Group's existing customers... This is a great company with an established history and a strong management team."

Our president, Terry Simonson had the following to say about the transition "We'll continue the way we always have for almost 49 years. It's very good for the Jay's Group..."

We at Jay's have come a long way in the past 50 years and look forward to this next chapter in our history.



## AN INTERVIEW WITH MURRAY MULLEN

As the Chairman and CEO of Mullen Group Ltd. Murray Mullen is no stranger to acquiring new companies. When the opportunity presented itself, he knew that it was the right decision to invest in Jay's Moving and Storage Ltd.

From the start Mr. Mullen saw Jay's for what they are; a self-supporting and driven company with a staff that cares about the way they run their business. He believes in allowing the business units to manage themselves and in supporting the decisions they make as a company by "challenging [their] people to enhance their leadership skills and overall abilities through continuous training."

Mr. Mullen understands that Jay's has a family oriented culture within their doors. Growing up and working with 3 brothers and following in his Father's footsteps as the CEO of Mullen Group Ltd., has allowed him to understand how important co-workers and employees are to an organization. He believes in cultivating staff and allowing them to grow with the company. He uses a "locker room

philosophy" when describing the way he envisions a business to run. Staff should be treated as a team; there is comradery between employees and management that allows the business to run as smoothly as possible and gives employees the opportunity to have their voices heard.

When asked about Jay's community involvement throughout the years and if we would continue to support these causes, he immediately replied, "I am fully supportive of your initiatives because [Mullen Group] believe that our Business Units and the employees have an obligation to support the communities that we live, work and play in."

After speaking with Mr. Mullen it is obvious to see that he is a caring and compassionate man with a passion for what he does and in helping businesses succeed in their endeavours.

More information on Mullen Group Ltd. and its management team can be found at [mullen-group.com](http://mullen-group.com)

## 2013 SCHOLARSHIPS

Every year Jay's awards five scholarships to children and grand-children of Jay's employees. These are the 2013 Jay's Scholarship Award winners:

**Brandon Williams** – son of Sharon Hurrell from the Swift Current Branch. He is studying Engineering at the University of Saskatchewan.

**Nicole Kautzman** – daughter of Cathy Kautzman from Regina Moving. She is taking Accounting through SIAST Palliser Campus

**Amanda Krochak** – daughter of Brent Krochak from the Yorkton Branch. She is taking Nursing at Parkland College.

**Gabrielle Phonsavatdy** – daughter of Pon Phonsavatdy from Head Office. She is taking a Dental Assistant course at SIAST Wascana Campus

**Adriana Knoll** – daughter of Lynn Knoll from Head Office. She is studying Pre-Med with a major in Psychology at the University of Regina.

Congratulations to all our winners and good luck in your studies!

## TOP 100 TODAY'S TRUCKING

In March of 2013, Today's Trucking announced the Top 100 For -Hire carriers within Canada. Jay's is proud to come in at #80 on this list.

## TOP 50 REGINA COMPANIES

Jay's was once again named one of the Top 50 Regina Companies. The Top 50 list is determined by earnings from the previous year as reported by the companies on the list.

## TOP 100 SASK COMPANIES

We were again named one of the Top 100 Saskatchewan Companies. Determined by revenue from the previous year Jay's is excited to be #84 on this list.

## ABEX COMMUNITY INVOLVEMENT

This year we were a finalist for the ABEX Award for Community Involvement. We are incredibly honored to have been part of the ABEX awards again this year.



# MILLION DOLLAR GOAL REACHED FOR TELEMIRACLE!

In 2013 Jay's was thrilled to achieve a major fundraising milestone, topping 1 MILLION DOLLARS raised for Kinsmen Telemiracle over 22 years! Our annual Golf Classic is the main source of these funds, but our valued staff members contribute throughout the year, organizing steak nights, community dances and other fundraisers to add to the money raised each summer at the golf tournament.

Jay's Moving and Storage organized the first annual Golf Classic in support of Kinsmen Telemiracle in 1991, hoping to build community spirit and raise funds for a worthy cause. Since then, the golf tournament, held each year at Harbor Golf Club in Elbow, Saskatchewan, has grown steadily into a major fundraiser involving hundreds of sponsors.

Jay's appreciates that we could not have achieved our fundraising goals without the support of hundreds of businesses and individuals who help out at Jay's



Telemiracle Golf Classic and other fundraisers throughout the year. We want to offer our sincere thanks to all who have contributed and encourage everyone to continue to help us help others in our communities!

Funds raised go to one of Saskatchewan's most cherished service groups, Kinsmen/Kinnettes and their foundation; Kinsmen Telemiracle. The money raised helps provide medical equipment to individuals who could not otherwise afford it, and supports medical facilities to purchase equipment that is not funded by government. Telemiracle also offers aid to people across Saskatchewan who must travel out of town to access medical treatment not available where they live. This service helps thousands of people and their families living in rural communities across this province cover travel and accommodation expenses.

## 2014 TELEMIRACLE GOLF SPONSORSHIP

The Jay's 23<sup>rd</sup> Annual Golf Classic will be held Friday, June 13, 2014, at Harbor Golf Club in Elbow, SK.

We are looking for sponsors to assist us with continuing this legacy. Any donation of cash, prizes, or services is appreciated and accepted.

Please contact Lynn Knoll at [lknoll@jaysmoving.com](mailto:lknoll@jaysmoving.com) for more information

### Hole Sponsor (\$150)

A colourful 24" by 24" sign with your company logo will be placed at the tee of a designated hole.

### Major Sponsor (>\$500)

Any combination of donations (cash, prize, hole, gifts-in-kind) of a value of \$500 or greater.

### Prize Donations

All donations are welcome and donors will receive recognition for their contributions.



Jay's Moving and Storage



@jaysmover



/JaysMovingandStorage

## FROM THE MAILBAG

To Whom It May Concern:

RE: Reference for Jay's Moving and Storage Ltd.

Our relationship with Jay's Moving and Storage Ltd. over the past 20 years quickly progressed from transactional to a trusted supplier of Ghost Transportation Services and as a result I am pleased to provide a letter of reference.

Ghost Transportation Services is one of the largest 3<sup>rd</sup> Party Transportation service providers in western Canada, working with over 1400 carriers in North America. Our business is built on the reliability and professionalism of our suppliers, Jay's Moving and Storage Ltd. continues to rank in our TOP 5 Supplier List from the criteria established by our CSR's ranking system.

I have personally worked with Mr. Terry Simonson and the Jay's Team and found them reliable and highly responsive to all situations. The Jay's team's ability to handle and meet our expectations on the thousands of shipments we provide to them is a testament to their operational and customer service prowess.

Equally important to the aforementioned is the ability to resolve challenges, albeit few and far between in our dealings with Jay's, their attitude and commitment to resolution of these events is "customer comes first" and is very much in line with our value system.

Together with our win/win relationship we look forward to our continued relationship with Jay's Moving and Storage Ltd for many years to come.

Sincerely,

Clay Dowling, P.Log  
President & CEO  
Ghost Transportation



### 25 YEARS - \$2,500

Darrell Hincks, Regina Freight

### 20 YEARS - \$2,000

Sheila Lang, Head Office

Iver Martinson, Saskatoon Freight

### 15 YEARS - \$1,500

Lori Carbert, Saskatoon Freight

Chris Simonson, Saskatoon Freight

### 10 YEARS - \$1,000

Tom Brophy, Calgary

Glenn Knodel, Yorkton

Leanne Leader, Head Office

Chris Piwtorak, Regina Freight

### 5 YEARS - \$500

Chad Bieber, Regina Freight

Hersh Cohen, Regina Freight

Bruce Creighton, Regina Freight

Joey Desjarlais, Calgary

Nadia Hattum, Saskatoon Freight

Cory Irvine, Battleford

Amanda Kautzman, Regina Moving

Samuel Letkeman, Saskatoon Freight

Ian McAfee, Regina Freight

Jason McGeough, Regina Freight

Kelly Milliken, Regina Freight

Dallas Morin, Prince Albert

Lance Morin, Prince Albert

Terry Pylatuk, Regina Moving

Ashley Quinn, Saskatoon Freight

Gary Richardson, Saskatoon Moving

Edward Riley, Prince Albert

Ron Schneider, Saskatoon Freight

Ron Simmons, Regina Freight

Jay's employees are awarded a pin with a diamond inserted for every 5 years and \$100 for every year of service as recognition

**TOTAL AMOUNT  
\$23,000**



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