
UNIMARK NEWS

1ST QUARTER, 2025



**ROLLING INTO 2025: A YEAR OF
OPPORTUNITIES FOR UNIMARK**

Here's to safe travels, new milestones, and a
prosperous year for all of the us.

A Message from Unimark President, Mike Smith



It's hard to believe that 2025 is already here. As we reflect on 2024, it's clear we experienced both highs and lows across all of our customer segments. However, in the final month of the year, all our customers worked closely with their dealers, allowing us to finish the year strong.

Year in Review:

- The supply chain issues with Hino were fully resolved, leading to a significant increase in releases during the second half of the year.
- The new RGN chassis trailer was successfully put into service. Although I initially anticipated these trailers being used for mixers and trash trucks, the softer market conditions didn't materialize as expected. However, we found success in the bus market, securing contracts with Nova Bus in Canada and New Flyer Bus in Minnesota. We're also exploring more opportunities in the bus and RV sectors for 2025, along with our original plan to use these trailers to reduce deadhead miles for drivers.
- We successfully retained our contracts with Pierce and Ford, and are awaiting feedback on an RFQ for new work.
- Mark Wentlent retired and is now enjoying time with his grandson and traveling.
- Stephanie Johnston was promoted to Vice President—a well-deserved and earned promotion.

- Unimark transitioned from a privately-owned company to part of the fourth-largest trucking company in North America. You can learn more about this on the TFI website: <https://tfiintl.com/en/>
- Mack acquired a cab manufacturing plant to support production levels at the Macungie and Salem plants.
- We finalized a national tire account for the lowboy drivers.
- We are reinstating lowboys in Canada to handle the Nova and Hino Canada accounts.

Looking Ahead to 2025:

If December is any indication, 2025 is shaping up to be a strong year for Unimark. Here's what we expect and know about the year ahead:

- The Class 8 market will start the year on a softer note but is expected to gain momentum as it progresses.
- Our customers are reporting strong projections for medium-duty trucks in 2025.
- We are currently working on four RFQs, two for existing work and two for new projects, all set to be finalized in the latter half of the year.
- Hino will be ramping up production of Class 8 trucks, which will lead to more 4-way deck loads.
- No new trailers are planned for 2025. We'll use this year to assess the demand for RGN chassis trailers and gather data that will help guide our plans for future trailer builds.

I believe 2025 will be a more stable year, and we'll likely surpass the success of 2024. What does this mean for you? A potentially more profitable year ahead. To make 2025 a great year for all of us, please focus on being safe, pay attention to details and never cut corners.

I hope you all had wonderful holidays and continue the excellent work you've been doing. Here's to a successful 2025!



Meet Recruiter Genia Johnson

I have been with ATC going on 4 years in January. I have 30 plus years in transportation. I recruit for Unimark Truck Transport, Unimark Lowboy as well as our other sister companies. My job includes reviewing applications that we have received and calling the drivers to make sure they qualify and that they understand what they will be doing as a company driver or owner operator for Unimark. Once they have been qualified, we run reports on them for their PSP, MVR and background. From there, we gather their documents and get them ready for orientation. We also book lodging for them.

I enjoy working with Unimark because it allows me the chance to get the right driver a really good job where they can provide for their family and have a long career. I also like working with people who do care about the drivers and appreciate them for all of the hard work that they do.

When I am not at work I enjoy reading, trying new recipes and traveling with my better half. I also like to garden and watch some sports. I have recently learned to play pickle ball and I really like it.

A message from Unimark Vice President, Stephanie Johnston



The holiday season is an especially busy time for our industry. There are increased demands from customers, time constraints, and holiday closures that can make it increasingly stressful for all involved. This is the best time to plan ahead, and reach out to your dispatcher if you need help with a dealer prior to arrival.

Remember to practice safe driving and to do your part to keep the roads safe. With so many people traveling over the holidays, drivers may not be as accustomed to the routes and may be speeding, or making sudden shift changes while following navigation directions. Keep your eyes open for distracted or impaired drivers and slow down to keep your distance.

This holiday season, if you can't be with friends or family, please take some time to enjoy the beauty of the season and reflect on all the blessings you have received all year. Your commitment is invaluable to us and your continued support is key to our success. We truly appreciate each and every one of you.

As we say goodbye to 2024, now is the time to start focusing on setting new goals. Perhaps you want to improve your driving skills or focus on better safety habits. Maybe you want to eat healthier or prioritize getting better sleep. Some of you may even want to add simple exercises, stretching and healthy habits into your daily routines. Whatever it may be, now is a great opportunity to reflect on the past year and start making some New Year's resolutions. Happy Holidays and a Happy New Year to you all!

Be Prepared For Hazardous Winter Conditions

Winter Weather Preparedness

It Can Take Up To 10 Times Longer To Stop
On Snowy Or Icy Roads

- Increase Following Distance Accordingly
- Reduce Speed By 25 Percent

Slips And Falls Are The Main Cause Of
Driver Injuries

- Watch Where You're Walking
- Use Traction Devices To Avoid Slipping

Take Precautions To Ensure Your Safety



Eliminate The Risk Of Injury Use Three Points Of Contact Throughout A Climb



Make Sure You Have

- A Firm Grip
- Firm Foot Placement

When Entering A Cab

- Walk Into The Cab

When Exiting A Cab

- Back Out Of The Cab

Beware Of Hazards

- Always Scan For Hazards

Climb Onto A Frame Using A Platform Ladder

Be Safe And Always Follow Your Training



**Bennie Akins
Johnny Arzu
Jacob Balcer
Ismael Beruman
Troy Bridgewater
Willie Brothers
Brad Cabrera
David Calleri
Marvin Campo
O'Neil Davis
George DeBoard
Alan Draper
Shamon Duncan
Ruben Elenes
Noah Faust
Jose Gonzalez
Maurice Gray
Lennox Grey
Jarrod Hammonds
Robert Hartman, Jr.
Michael Hatala
Jason Hutchins
Brent Jacobs
LaSharon Jennings
Beverly Johnson**

**Gabriel Johnson
Stacie Johnson
Aboubacar Kabore
David Kunkel
Alex Ledvin
James Love
Branden Luedy
Gavin MacEwen
Andrew McDaniel
Mike McGillan
Rafael Mejia
Alfredo Morales
Craig Petzold
Gregory Pomraning
Roy Porter
Alex Posluszny
Edwin Pugh
Raymond Roland
Stanley Russell
Cristian Sanchez
Thomas Schulz
Andrew Short
Greg Silvis
Jeffery White
Homer Wood**



Unimark Transportation London Ontario

Another year has been completed and we at Unimark Transportation would like to pass along a very special thanks to all, for their continued support throughout 2024 and all the years prior! If it was not for you, our drivers and staff, we would not have seen the success and growth that has been evident in 2024.

This past year has been another encouraging year. This year was full of surprises both for me personally and professionally; we can only thank you, the driver for our continued success!

From our staff and families; to you and yours we want to wish you a very Merry Christmas and all the very best in the New Year!

Looking forward to a busy 2025.

Happy Holidays and a Happy New Year to you!

Cardinal Rules

1. Safety is our highest priority. If it's not safe, don't do it. Stop, call for help.
2. Any time you exit a truck, take your keys out and chock the tires.
3. If a manual hoist is difficult to operate, STOP, and call your manager.
4. Never lift, flip or carry a saddle. Move saddles by mechanical means when possible.
5. Never undeck a truck using a forklift(s).
6. Compliance with DOT Hours-of-Service is mandatory.
7. When parking overnight: always pull the ignition fuse of the lead truck and take all keys to all units with you.
8. Unauthorized passengers and use of our customer's trucks is prohibited.
9. Never walk/work under a freely suspended truck.
10. Cell phone use is prohibited while driving, decking, or undecking.
11. U-turns are prohibited. Find a legal alternate way to turn around.
12. Love our customer, they're why we're here.
 - Treat with respect. Never be discourteous.
 - Meet your ETA.
 - Call 24 hours prior to delivery.
 - Never smoke, eat, sleep, or drink in truck.
 - Leave undocking facility clean and organized.

A word from Alex Andrade, Director of Operations

Dear UTT Drivers,

I wanted to take a moment to express my appreciation for all the hard work, dedication, and passion you've shown throughout the year. Your commitment has been vital to our success, and I'm incredibly grateful for each and every one of you.

Wishing you all had a Merry Christmas filled with love, joy, and relaxation, and hoping you have a New Year filled with prosperity, health, and happiness. I hope you enjoyed this well-deserved break with your loved ones and are coming back in the new year ready for even greater achievements.

As you return to work, I wanted to share some reminders of what you can expect while out there on the road. Remember, winter is just beginning so here are some tips to stay safe.

- **Plan Ahead:** Before heading out, always check the weather forecast and road conditions along your route. Websites, apps, and trucker-specific apps (like Trucker Path or the Weather Channel) can provide real-time weather updates and road closures.
- **Reduce Speed:** Always drive at a slower speed in winter conditions. Ice and snow can significantly reduce your traction, so it's crucial to adjust your speed to the road conditions.
- **Increase Following Distance:** Allow for more space between you and the vehicle in front of you. Stopping distances on ice and snow can be much longer than usual.
- **Use Engine Brakes Carefully:** Avoid using engine brakes or Jake brakes on slippery roads, as they can cause the tires to lock up, leading to loss of control.
- **Avoid Sudden Movements:** Smooth, gradual steering and braking are essential to maintain control of your truck. Sudden movements can cause skidding or tipping.

- **Allow Extra Time:** Winter driving often leads to delays due to poor weather or road closures. Plan for extra time to reach your destination safely.
 - **Watch for Black Ice:** Black ice is especially dangerous because it's hard to see. It forms in shaded areas, bridges, overpasses, and on roads that are wet in freezing temperatures. Always drive cautiously in these areas.
 - **Slow Down for Bridges and Overpasses:** These areas freeze first and can be more slippery than regular roads. Slow down and approach with caution.
 - **Get Enough Sleep:** Winter driving requires extra concentration, so ensure you are well-rested. Fatigue can impair your judgment, making you more susceptible to accidents.
- Take Breaks:** When conditions are difficult, make sure to take regular breaks to prevent fatigue and stress. Rest areas may have more dangerous conditions, so avoid staying too long in those areas if possible

I hope you have a successful and safe year ahead. By working together and focusing on both excellence in performance and maintaining a strong commitment to safety, we can make this a rewarding year for all. Let's continue to support each other and strive for success, while prioritizing safety every step of the way. Here's to a prosperous and safe year for all! Thank you once again for your outstanding contributions, and I look forward to an exciting 2025 with all of you.

Driver Surveys: Continuing into 2025

We will continue to use driver surveys throughout 2025, updating them quarterly as we did in 2024. These surveys aim to gauge how things are going for our drivers and improve communication between drivers and staff. They will remain completely anonymous.

Upper management will compile and review the survey results on a weekly basis. Participation is voluntary, but we hope you will take the time to assist us in making Unimark a better place to work.

Please continue to provide feedback, and if you have suggestions for topics to be added to the surveys, send them to the Safety Department.



Meet lowboy driver

Gilberto Matias

I've known since I was born what I wanted to do. I wanted to be like my father and work on and drive trucks. I grew up around trucks and started driving trucks when I was twelve, moving dump trucks around quarries. Then I got involved doing maintenance working on brakes, tires and spring seals. Eventually, I went to a trade school to learn how to be a diesel tech. Once I finished that, I went to a technical college to learn even more, all while working at the quarry, learning how to operate heavy equipment. At the age of eighteen, I was moving excavators and drilling rigs, setting explosives.

I moved from Puerto Rico and started working for Gervais Brothers in Plainfield, Connecticut as a diesel tech and there I was trained to do some towing and recovery as well. I did towing and learned road side service too. I became DOT certified and started hauling overweight and oversized construction equipment with a lowboy for a little over eight years. I left there to start hauling salvaged cars all across New England. I really wanted to move to warmer weather and finally moved down to Florida, where I started hauling new cars using 7-10 car stinger setups. While working down there, I saw Isuzu trucks stacked on top of each other and noticed the name of the company moving those trucks. It looked so different and more difficult, so of course, I wanted to do it. After months of waiting, I was finally contacted to see if I was interested in a job and I said, "yes" and dropped everything to start working for Unimark. I've been with Unimark for almost nine years now. It's been a journey and I've met so many great people. It's been a great company for me, like a family.



Attention Drivers: Importance of Safe Parking

Dear Unimark Drivers,

Safe parking is critical to avoid accidents and theft. Here are a few key points to remember:

1. **Choose Well-Lit Areas:** Always park in well-lit and secure areas to deter thieves and ensure visibility.
2. **Avoid High Traffic Areas:** When at truck stops and rest areas, park away from high traffic zones to reduce the risk of accidents. This includes at the ends of rows and non-designated areas such as along curbs and next to truck stop scales.
3. **Be Vigilant:** Be aware of your surroundings. Look for any suspicious activity before parking and when leaving your vehicle.
4. **Remove Valuables:** UTT drivers, make sure all keys and personal belongings are removed from the cab of your decked set before leaving the vehicle.
5. **Park Safely:** UTT drivers, avoid parking in cities that are on the Theft Hot Spot list. All drivers, avoid parking in tight spaces that might make it difficult to maneuver. Park away from other drivers when possible to allow more room for maneuvering and for others that choose to park around you. Always double-check your mirrors and blind spots before parking.
6. **G.O.A.L. (Get Out And Look):** When it comes to parking, maneuvering in tight spaces, or navigating unfamiliar areas, safety should always be our top priority. One of the most effective strategies to prevent accidents is the G.O.A.L. (Get Out and Look) method. Here's why it's crucial:
 - Preventing Accidents: By getting out of your cab and looking around, you can better assess your surroundings and identify potential hazards that may not be visible from inside the vehicle.
 - Ensuring Clear Paths: Checking for obstacles, pedestrians, or other vehicles can help you plan a safe path and avoid collisions.

- Improving Situational Awareness: Regularly practicing G.O.A.L. enhances your awareness and reinforces safe driving habits.
- Avoiding Property Damage: Getting out and looking helps ensure you do not hit stationary objects like curbs, poles, or other vehicles, thus avoiding costly damages.
- Promoting a Culture of Safety: Adopting G.O.A.L. sets a positive example for others and fosters a culture where safety is prioritized.

Remember, it only takes a few extra moments to get out and look, but it can save lives, prevent injuries, and protect property. Make G.O.A.L. a regular part of your routine and help us maintain a safe and efficient operation. Your adherence to these practices ensures not only your safety but also the safety of our fleet and the valuable cargo we transport. Thank you for your dedication to safety and for always going the extra mile.

Unimark Safety Department

Introducing lowboy dispatcher, Alysha Snyder



I lived in Indiana my whole life up until almost two years ago when I moved to Ohio. I have 2 boys, ages 17 and 21. I have 2 dogs, Daisy and Duke. I like to swim and fish. I enjoy spending time with family and working outside.

Before trucking, I worked in the mental healthcare field for eighteen years, assisting and taking care of individuals with disabilities. I was a program manager for three of those years.

I love my job at Unimark. I enjoy working with the drivers and hearing all of their stories.