

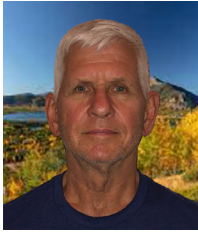
# Unimark

4th Quarter 2021

# News



# ***President's Message***



To the Unimark Team:

Where did 2021 go? We are in our last quarter of the year and the holiday season is just around the corner. As the year draws to an end, I think it is appropriate to reflect on all that has happened this year, and maybe look out to 2022 and see what our future may hold.

However, before getting into all that, I want to take a moment and thank each one of you for the hard work and professional approach you take in delivering our customers product. You, in all the ways that count, are the face of Unimark. How you go about your duties, interact with the public on the road, and communicate with the customers as you deliver the product leaves an impression on the quality of our organization, and professionalism of our team. In this business, there are many requirements we have to meet to maintain business, but the biggest factor is being recognized for having great people; and that is exactly what we have "Great People". Again thank you for all you do.

2021 has been an interesting year filled with challenges and opportunities. As always, each of you have stepped up to help guide our company through the dynamic environment of the daily operational challenges that make up our business. COVID 19 has created some very real issues that have required us to change our routine and take special measures to keep safe and keep running. COVID 19 affected the truck manufacturing business due to computer chip manufacturers shutting down and the result is a world shortage of computer chips required to build the trucks we ship.

Having said that, some of our customers have stepped up and are working with Unimark and JHT to maximize available loads to keep everyone working. We will continue to monitor the situation and adjust our approach until the supply chain catches up with production. When the "flood gates" open, Unimark will resume our hiring process.

As we look forward to 2022, we are anticipating a banner year. As I mentioned there is a shortage of parts. However, OEM's have continued to produce product, and when parts are available, it will be a very short time to complete the units for shipment. That

means high volumes and ample work for all. In addition, the HINO plant will be in full production next year and that additional product will bolster an already robust inventory. We will need to add drivers to the team. If any of you know a great professional that wants to join an outstanding team, please direct them to Unimark recruiting.

As we wrap up this year and start to plan for 2022 let us not lose sight that in a couple of months we will be enjoying a very special time. The holiday season of Thanksgiving and Christmas has always been a very special time of the year for the Wentlent family. As some of you know, I spent 30 years in the military, and I spent more time than most away from home during this time of the year. When I was home, the enjoyment of being with family and friends was that much more rewarding. I hope each of you have that same great sense of enjoyment during the holiday season.

I want to end as I started by thanking each of you for what you do for Unimark. Have a great rest of 2021 and a wonderful holiday season.

Mark Wentlent

President, Unimark Truck Transport

## ***The Godfather of Truck Hauling***

In a time when most people are thinking of retiring and living the “easy life” after 20 or 30 years of working, Ralph Joines has spent over 47 years hauling trucks. Its no wonder he is referred to as “The Godfather of Truck Hauling” Ralph has seen a lot of changes during his 47 years with the company.



He joined Kenosha Auto Transport in 1974 K.A.T. later became Unimark Lowboy. In July Mark Wentlent and Mike Smith traveled to Little Creek Farms to visit Ralph at his home to present him with a leather jacket in honor of his 47 years of service. Ralph enjoyed telling stories and showing them photos of many of his loads. One of the most memorable was a large boat he hauled (see inset). Ralph is known and loved by all who have worked with him over the years. One driver

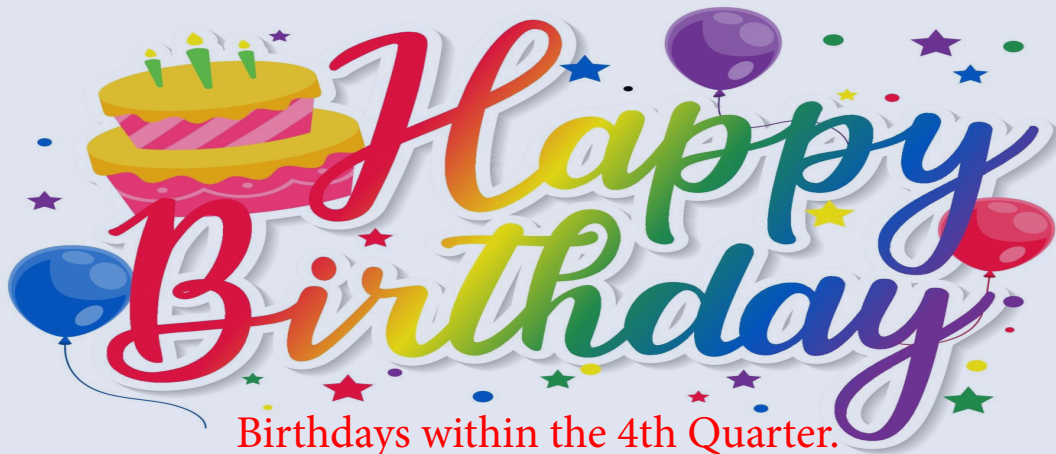


heard Mark and Mike were making a visit and wanted to be there to see his friend receive this award. Ralph's grandnephew, Chance Thompson, now drives one of his trucks. Chance said “I knew of my Uncle Ralph growing up but never got to spend a lot of time with him due to him being on the road quiet often. Working with him for the past 4 years I have gotten to spend a lot of time with him, and I have learned a lot. To learn from someone with that many years doing one job is incredible. I know Uncle Ralph has enjoyed every minute of it, from hauling boats to hauling trucks all over the US. I can also tell you he is loving his time sitting on the front porch r e l a x i n g . ” Another driver

recalled Ralph going out of his way to help him make sure his load was loaded and tied down correctly. “He didn't know me from Adam, but my truck said “Unimark” so he came over to help, now that's the way trucking was meant to be.” If you see Ralph or talk to him congratulate him, on his 47 years with the company, and his long lasting contribution to the industry itself.







Birthdays within the 4th Quarter.

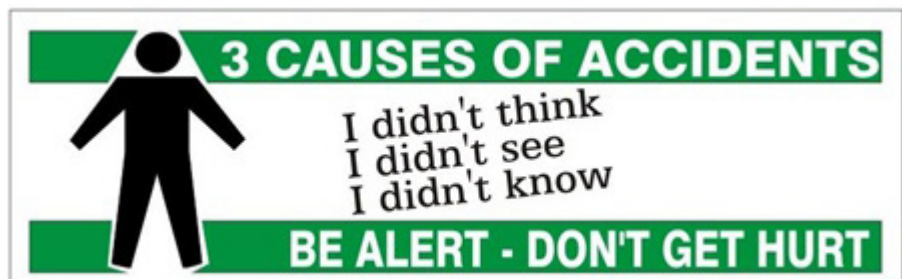
If you see one of these folks wish them

**HAPPY BIRTHDAY!**

Mario Botello  
Justin Bowen  
Perry Brock  
Heather Brown  
Jose Camacho  
David Conklin  
John Conwell  
Frederick Corley  
Mark Cunningham  
Jason Dudley  
Jason Esterline  
James Fennell  
Gennadiy Fominov  
Alex Green  
James Greer  
Zannie Griffin  
Julian Guerra

William C. Harmon  
Jeffery Havener  
Milton Hoffman III  
Robert Holmes  
Paula Isaacs  
John Justus  
Christine Kost  
Michael Landry  
Malcolm Lee  
Chris Locker  
Dwight McFadden II  
Stephen McNeilly  
Brian Michalishyn  
Larry Money  
Donnie Olson  
Luther Phifer  
William Rakowicz

Victor Ramirez  
Kimberly Ridgeway  
Bobby Robinson  
Mike Smith  
Stanley Stookey  
Chance Thompson  
Hollie Varner  
Michael Veras  
Juan Verduzco  
Jeff West  
Karen Wilkins  
Michael Williams  
Ledell Woodard  
Richard Wydra



**David Frandy** has been with Unimark for over 10 years. He has been in and around the trucking industry for many years. His experience includes driving his own



trucks to hauling deck sets for Unimark, before moving in to the office and taking the Director of Operations position. David

travels extensively for the company. He meets customers and oversees



the day to day operations at the terminals, making sure things are kept running smoothly. David is constantly on his phone or computer, answering questions and helping staff and drivers.

David and his wife Lori have been married for 26 years and have three children. David was raised in northern Wisconsin. He acquired a fondness for being in nature with Wisconsin's lakes and forests. Whether it be camping, boating, or snowmobiling, he loves to spend time with his family cutting up and being goofy.



## ***NEW UTT BONUS PLAN***

UTT Drivers: A new Quarterly Bonus plan started on April 1, 2021. The first review and payouts were in July.

Thirty-six drivers qualified for a bonus. Thirteen drivers received \$150.00, six received \$300.00 and seventeen received \$800.00.

In August two more received the \$150.00 bonus.

If you need more information on the Quarterly Bonus Plan, let your dispatcher know.

Thank you one and all for your hard work!

## History of Unimark

For the first newsletter we thought we would give a brief history on Unimark Truck Transport, for those of you that may not know the history.



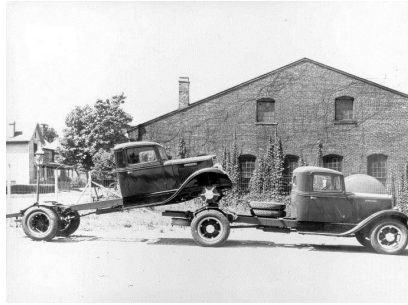
2002 Unimark Truck Transport (UTT) was formed from Hook-Up, an old company within JHT Holdings. UTT was mainly a used truck field decking company and Unimark Car Haul had contracts with Subaru and Volkswagen.

2004 UTT signs a contract with Autocar, forming Unimark Lowboy Transport (ULT), a division of UTT, starting with just a couple of lowboy trailers.

2005 ULT is awarded a contract with Workhorse Custom Chassis and ULT starts to take off.

2006 UTT is awarded a contract with Vascor/Hino in CA, shifting UTT business from moving used truck to new trucks.

2007 ULT absorbs Auto Truck Transport (ATT) lowboy drivers, equipment, and contracts.



2008 Unimark Car Haul is dismantled due to Subaru going to rail transportation vs. trucks.

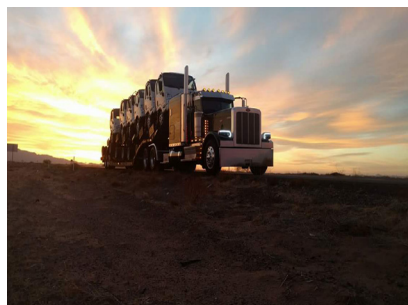
2008 Hino moves from CA to WV and Unimark becomes the sole carrier.

2011 Jim Johnston resigns as president of Unimark.

2012 When Allied Systems Holdings was acquired by Jack Cooper (car hauling), UTT was able to purchase 54 of their trailers and gained a great group of drivers along with additional work.

2013 Unimark Transportation Services Canada is formed.

2014 Mark Wentlent accepts the position of president at



Unimark.

During the nineteen years of Unimark's existence, contracts have been awarded from the

following OEM's: Isuzu, Hino, Mercedes, Pierce, Mack, Volvo, DTNA (Freightliner), Mitsubishi, Ford, London Machinery, Hino Canada, and Workhorse Custom Chassis. Unimark has also experienced a few great losses: Richard Smith (Unimark Recruiter), Bill Housley (Unimark Safety), Donna Finch (Unimark Safety), and Rudy Antomattey (UTT School Instructor). All are greatly missed. Mike Milton retired in 2020 as the VP of Unimark and he is doing well and



enjoying his retirement.

A look forward. Covid-19 has caused a lot of interruptions across the country. However, all OEM sales are high and all reports we have received so far show 2022 to be a very good year for truck sales.

Driver meetings will take place on October 6th in Springfield, OH for ULT and on October 26th in Mineral Wells, WV for UTT.

Written by Mike Smith



## Norm Brunette

is Unimark's Director of Canadian Operations. He has vast experience having worked within the JHT family of trucking companies for over 20 years. He started as a driver for Active Montreal in 1992, Then moving to Auto Truck in St Thomas in 1994 and driving for 12 years, he then became the



shop manager for Auto Truck at the Sterling Freightliner plant in St Thomas. Norm



then excepted the position as Director of Operations of Unimark Transportation Services in 2013, where he oversees the daily operations of all Unimark activities in Canada. Chances are, if you have moved a load to or from Canada, you've spoken to Norm.

Norm loves working for Unimark because he likes the way the company

atmosphere feels, "just like a big family."

When Norm isn't working, he loves to race sprint cars with his two children. He can always be found tinkering with engines, tuning up for the next race.



**Tim O'Neill** owner and operator of Flying M Truck Service has been a fleet owner with Unimark Transportation Services (Canada) for 7 years. He presently operates a fleet of 4 trucks, moving loads of PACCAR, Hino and cement mixers. The times have been challenging throughout the last year with parts shortages causing a gridlock in vehicle manufacturing worldwide. Tim says that Unimark has been very good to work with, he is very optimistic about the future.

Tim has three children that are involved in lots of different activities and sports, primarily hockey. Tim's company also

sponsors many local kids' teams. Work gobbles up most spare time, but when there is extra time available you will find Tim hanging out with his



kids, fishing and boating, or even at the local race track watching and helping his niece race junior late model race cars.

Tim, through Flying M has worked closely with Unimark to facilitate the undecking of loads at the London, ON Unimark terminal, and helps with any overflow vehicle delivery. Tim said "If Flying M's 31 years of experience in the trucking industry tells me anything, its that the shortages we are facing will not last forever, and as things go back to normal, there will be more than enough work for Unimark to keep up with." Tim tells us he is very optimistic about his future with Unimark Transportation Services.

## ***Upcoming Holidays***

***Office Personnel will be out of the office:***

Thursday, November 25th & Friday, November 26th for the Thanksgiving Holiday.

Friday, December 24th & Monday, December 27th for the Christmas Holiday.

Friday, December 31st for the New Year's Holiday.

**Be sure to check your e-mails for adjustment in dates for payroll.**

## ***Thanksgiving***

During November it's important to reflect on the things we are most grateful for. Here at Unimark, we are most grateful for our drivers and all of our employees. Your hard work keeps this company churning like a well-oiled machine and we very much appreciate all you do for us. Many thanks to each and every one of you.

## ***Christmas***

Wishing you and yours a joyous and memorable holiday season!

## ***New Year's***

Thank you for a great 2021! Here's to an even better 2022!

---

## ***Announcement!***

**We are very pleased to announce that April Corsbie has joined the Unimark team in September 2021. April will be working directly with the Unimark Safety Department in Duenweg, MO and will provide administrative support, fleet documentation, and other Safety department functions. Please join us in welcoming April to Unimark.**



# Communication While Driving

Company policy is that Safety is paramount within the Unimark Companies. We expect all Contract/Company drivers to drive safely and maintain a safe environment. All Contract/Company drivers will adhere to the following Company policy while operating a motor vehicle:

1. Use of communication devices while operating any vehicle is prohibited.
  - a. Do not make or accept cell phone calls including "hands free" while driving.
  - b. Do not text or read text messages while driving. (U.S. Federal DOT)
  - c. Do not speak on CBs or other two-way communication devices while driving.
  - d. Do not type, text, read e-mail or use talk to text on electronic devices while driving.
2. Seek and use a safe parking location when receiving an incoming communication.
3. Use electronic devices only when the vehicle is safely parked.
4. Remain parked for the duration of the communication.
5. Use of a "hands free" device is not an exemption to this company policy.

Electronic devices include, but are not limited to:

1. Cellular phones (cell phone)
2. Citizen Band Radios (CBs)
3. Laptop computers
4. Any device that can cause driver distraction

All Contract/Company drivers will practice safe motoring and meet or exceed Unimark standards.

## James Dryer



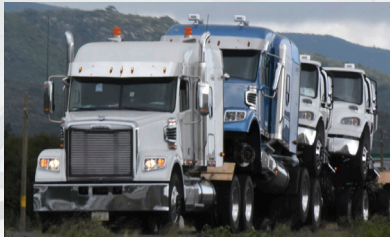
started driving in the early 90s driving straight trucks and then progressed to tractor trailer combinations a few years later. James joined Unimark Truck Transport in March of 2019 moving decked loads. He has only had 3 previous driving jobs prior to coming to Unimark, James' stick-to-it-ness shows in his work ethic and professionalism.

James is a self-learner. After completing the decked driver training program in Joplin, he developed his own system organization to be able to undeck as efficiently as possible. He loves being with Unimark

and wishes he had found this niche in the industry sooner. He started helping Unimark with the OTR portion of new driver training in 2020 and enjoys sharing his knowledge and skills in an effort to help his fellow drivers do the best possible job.

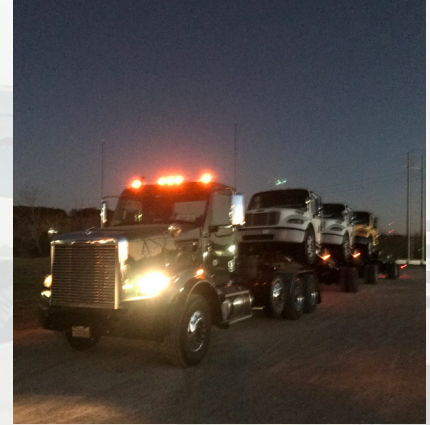
During his rare off-time James likes fishing, working on projects around the house and the occasional adult beverage.

James exemplifies all the



qualities required of a driver/trainer for Unimark. He has excellent communication skills and is very patient with his trainees. He always takes as much time as is necessary to explain things multiple times, to ensure that they understand all policies

and procedures fully, as well as trip planning and the use of the driver apps. James



continues to be available to his trainees, to answer additional questions, long after their training is complete. He is a great ambassador of Unimark when delivering to the customers. He goes the extra mile to ensure their expectations are met. All of us at Unimark are grateful for his service to the company, our customers, and his fellow drivers. Thank you, James.



We would like to make a calender showcasing photos taken by our driver's trucks and loads. To submit your photos please send them full size to:  
[mcotter@unimarktransport.com](mailto:mcotter@unimarktransport.com).

Photos sent become the property of Unimark for the use in publications of all types.

## UPCOMING HOLIDAYS AND EVENTS

<b>October 6th</b>	ULB driver's meeting Springfield, OH.
<b>October 26th</b>	UTT driver's meeting Mineral Wells, WV.
<b>October 31st</b>	Halloween (Remember the kiddies will be out in force. Keep an eye out for them).
<b>November 7th</b>	Daylight Saving Time Ends (Move your clock back one hour).
<b>November 11th</b>	Veterans Day. For all those that have served, THANK YOU!
<b>November 25th</b>	Thanksgiving Day
<b>December 7th</b>	Pearl Harbor Remembrance Day
<b>December 25th</b>	Christmas Day
<b>December 26th</b>	Boxing Day (Canada)
<b>December 31st</b>	New Years Eve

## 4th QUARTER DRIVER ANNIVERSERIES

Name	Years of Service	Name	Years of Service
David Cable	11	Craig Petzold	3
Daniel Krile	8	Shane Yovich	3
John Conwell	8	Justin Bowen	3
Juan Verduzco	7	John Van Bree	3
Fidencio Banos	7	Jeffrey Van Bree	3
Manuel Jorge	7	Leonel De La Cruz	2
Hollie Varner	7	Kenneth Wioskowski Sr.	2
Daniel Cottle	7	Jonathan Lopez	2
Denis Brunette	6	Chance Thompson	2
Ronold Roberts	5	Jeffery Sanders	2
Miguel Alonzo	4	Michael Gayne	2
Thomas Shultz	4	Gerald Cunningham	2
Ronald Guffey	4	Mark Cunningham	2
Redas Zakas	4	Homer Wood	1
John Justus	4	Oren Killin	1
Robert Jennings	3	Jean Altidor	1
Warner Williams	3	Timothy Heindel	1
Dylan Covey	3		