



Established 1958

STATES LOGISTICS SERVICES, INC.

Newsletter

First Quarter, 2011

X-PRESS

States Member of the Greatest Generation, Ralph Wineteer

"The Greatest Generation" is a term coined by journalist Tom Brokaw to describe the generation who grew up in the United States during the Great Depression, and then went on to fight in World War II in the European or Pacific theatres of war. In addition, this generation worked tirelessly and in great numbers within the war's home front to make decisive material contributions to the war effort and its eventual success. In his book, Brokaw stated that "this generation is, I believe, the greatest generation any society has ever produced. These men and women fought not for fame and recognition, but because it was the right thing to do."

States Logistics has its own member of the Greatest Generation, Ralph Wineteer. Ralph has worked for the States organization in many capacities over the years and, much like those men and women Brokaw describes, Ralph has quietly and effectively added to our company's culture and values.

Ralph was born in Wilmington, California, the 5th of 6 children (3 boys and 3 girls) on July 25, 1924. After attending school in California, he joined the armed services and became a B-17 pilot during WWII. He served primarily toward the end of the war in the skies over Italy. While many of those serving alongside Ralph were shot down, Ralph escaped any harm and felt very lucky to be able to return home and resume his life as a civilian.



Ralph and Jeannie enjoy a day pool side at AZ company picnic—2010.

After the war, Ralph joined West Coast Warehouse in Long Beach, CA, and began what was to become a long career in the warehousing industry. It was there that he met Richard May, the founder of States Logistics Services, and began a long business and personal relationship with the May family. Ralph was an expert dispatcher and warehouse manager, yet felt the longing to try his hand at farming. For a brief period during the mid-1950's, Ralph was a dairy farmer in Grants Pass, Oregon. It was a beautiful place, but not a very profitable business, so Ralph returned to CA and to the business of running a warehouse. He opened a States operation in Hayward, CA, in the early 1980's, and a Phoenix operation in 1986. He held the positions of warehouse manager, general manager and president of the company. Ralph retired from States in January, 1992, and shared his retirement celebration with two of his long time friends, John Temple and Nick D'Elia. Not content with retirement however, in 1998 ,Ralph returned to the Phoenix area to work with the States organization once again and held the position of secretary/ treasurer for States until 2001. He continues to be a valued consultant for the States organization today, performing labor time studies, monitoring and analyzing the performance of various equipment and machinery, and assisting in facility inspections and maintenance.

Ralph has been married to Jeannie for 40 years. He has two sons and one daughter, as well as 4 grandchildren and 5 great grandchildren. One of the things he likes most about working for States is the loyalty that the company shows to its employees and the loyalty expressed by company employees. He admires that employees are recognized when they work hard and are never treated as just a number. His best memories working for States are his opportunities to golf with customers and Jewel and Richard May. In particular, he recalls one time that he played golf with Richard May in the bay area and had the best 9 holes he had ever played in his life – he parred the course and won his \$5 bet with Richard! He has never been able to do that again!

Ralph believes his greatest accomplishment in life has been his longevity; to be able to continue to work even at his age. He believes it comes from having a state of positive mentality and choosing to never be negative. He also gives the grace of God as a major factor, as he has some pretty close encounters with death, but knows there is a reason God has allowed him to stay on this earth. We at States Logistics are all blessed to know Ralph and to be challenged by his zest for life!

- Cathy Monson, CEO



Ralph Wineteer, US Air Force

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SAFETY NEWS

The first quarter Safety Awards have been announced! Congratulations to the following eligible participants who won the Accident-Free drawing in their departments.



Curtiss Castonguay
506 Driver



Matthew Geist
508 Office



Carlos Cinco Lara
508 Warehouse



Donnie Lee
510 Warehouse



Lucas Black
510 Office



Faye Carey
516 Driver



German Sanchez
541 Warehouse



Jaime Michel
542 Warehouse



Jeffrey Itula
542 Office



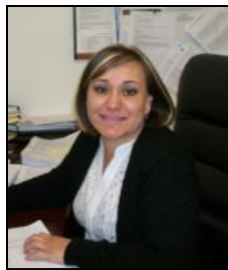
Linda Lyons
543/546 Office



Sylvia Ramos
543 Corporate



Roy Trigueros
543 Warehouse



Maria Gonzalez
545 Office Staff



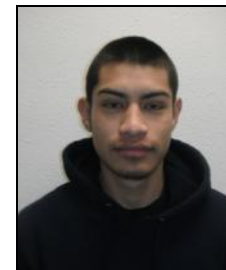
Jose Menjivar
545 Warehouse



Enrique Rodriguez
546 Driver



Janielle Robledo
547 Office



Leopoldo Gonzalez
547 Warehouse

The 2011 Safety Incentive Program was developed to maintain a continuous awareness of safety in the workplace and to recognize individuals and departments who support that goal. The program includes*:

- Quarterly safety drawings – eligible participants are placed into a drawing to be awarded either \$40 for office staff or \$70 for warehouse/drivers in their choice of the following prizes: Gas card, lottery scratchers, SLSI apparel, merchant gift cards, fast food gift cards or movie gift cards.
- Facility competition – the facility with the least amount of accidents over the year will receive a banner to proudly display.

*Please see the complete SIP Policy for more program details.

To be an eligible participant you must be accident free for the entire quarter. An accident is defined as any lost-time injury or OSHA recordable injury (which is anything other than first-aid), or property damage.

2011 Facility Scoreboard As of 03/31/2011

Location	Point	Place
541	0	1st
542	0	1st
543	0	1st
547	0	1st
508	1	2nd
545	2	3rd
546	2	3rd
516	5	4th
510	7	5th

Volunteer Committee in Action

The AZ volunteers rallied together on Saturday, February 12th to showcase their logistics expertise to help out Rebuilding Together. Rebuilding Together is a non-profit organization that Todd Christensen had the opportunity and privilege of working while on his New Orleans trip.

Rebuilding Together receives donations from local home improvement stores to make the repairs on homes of low income residents and seniors. They are doing so well at it, that they have expanded their warehouse space and were in desperate need for people to move product and get things really organized so people can come in, get what they need for the projects, and go to work.

Thanks to Todd Christensen, Christina Sedano, and Danny Gonzalez for lending their time and talents to this great cause.



Todd Christensen uses his pallet jack skills to get things in order at the Rebuilding Together warehouse.

The California region baked over 400 cupcakes, signed 500 cards and prepared 100 lollipops to distribute at the local senior facilities on Valentines Day. Valasi Itula and Karen Rule visited Katella Manor, Sunrise Senior Assisted Living, Posada Assisted Living and Vintage Assisted Living to distribute these goodies. The Seniors appreciated the

love shown and were excited to receive these special treats.

Thanks to all who donated the items needed to bake the cupcakes and took time out of their day to sign the cards.

Todd Christensen - AZ Volunteer Coordinator
Val Itula - CA Volunteer Coordinator



Tracy, Senior Activities Director at Vintage Senior Center and Karen Rule, 543 CSR.

What's in your Basket? Supporting Our Customers



Strom Products is warehoused in our Cate Drive facility in Buena Park – Strom Products include: *No Yolks* Egg White Pasta®, *Wacky Mac* Pasta®, and *Wacky Mac & Cheese*® Dinner. *No yolks* pasta: Naturally 100% cholesterol free. And yet, **NO**

YOLKS taste as rich and delicious as any egg noodle you can buy, better for a lot of reasons: First, noodles cook up nice and firm, easily reheat without losing texture, noodles stand firm in any sauce or casserole, never stick together and best yet, always cholesterol free with practically no fat.



High in folic acid and 15% of the iron you need each day. Plus, **WACKY MAC** colored shapes are made from real, all-natural tomato, spinach and beet ingredients.

Mangia, Inc. also warehoused in our Cate Drive facility in Buena Park: *San Marzano*® Tomatoes and *Carmelina Brands*® Beans - products have been meticulously inspected for quality and packed in the Italian tradition requiring pure ingredients and **NO** chemical additives of any kind.

Let's be sure to fill our shopping carts with these delicious products.—Michelle King, Customer Solutions Manager



Natural Products Expo

Natural Products Expo West was held for three days, March 10-13, 2011, in Anaheim, CA. This year's event hosted 3,533 exhibits (one being States Logistics) and more than 58,000 industry members, the largest number of exhibits in its 31 year history at the Anaheim Convention Center! Leading our group on the floor was Dale "The Machine" Fietsam! In past years we have approached booths eager to speak with potential customers...this year potential customers were approaching us with referrals from our current customers...this was a great and welcoming change and testament to all the hard work of our associates! Thanks to the States team that attended!



Donna Becker, Dale Fietsam, Ryan Donovan, Sean Walter, and Matt Montford

States Helps Local Boy Scouts Earn Merit Badge

How many of you know that there is a Boy Scout merit badge called Truck Transportation? Our employees had the opportunity to teach three local boy scouts about what goes on behind the scenes in our trucking industry. Brent Dennewitz, Parker Adams and Cole Adams who are Fullerton boy



scouts, along with their parents, met with States employees to complete some of their badge requirements.

Their first stop was the Safety Department to learn about the Department of Transportation regulations that help ensure public safety and how drivers become qualified to drive with SLSI. Laura Mata, our dispatch supervisor, then talked with them about how dispatch communicates with the drivers and how the drivers maintain their logs. Vehicle maintenance was also covered with how it relates to keeping the drivers and public safe. Sean Walter explained how to compare transit time and cost for multiple carriers.

They were also briefed on the National Motor Freight Classification and how the type of item determines freight cost.

The highlight of the boys' visit was touring one of States' brand new Freightliners! Transportation Director Bill Martin gave the boys the low-down on the truck, complete with a few pop-quiz questions. It was a great opportunity for SLSI to service the community, as well as provide an insight into the transportation industry.

-Michelle Enders
Safety Assistant



Laura Mata, Cole Adams, Parker Adams, Brent Dennewitz, Craig Railey, Bill Martin and Sean Walter



"Complete Warehousing, Transportation and Packaging Services"

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Our Mission:

"To be recognized by our customers and employees as the best fully integrated provider of third party logistics services"

UPCOMING EVENTS



Arizona Region
Annual Company Picnic
Saturday, May 21, 2011

Castles-n-Coasters
11:00 am—Close

RSVP by May 6, 2011 to
Laurie Sagastume, ext. 6121

News and Notes From Around The Company

- Congratulations to Michelle Miller on her promotion to CSR Manager at Altura—542.
- Congratulations to Victor Ruiz on his promotion to Warehouse Supervisor at Marquardt – 541.
- Danny Gonzalez and Rebecca Guerrero's daughter, Danielle, made the Varsity Cheer team this year, and will receive her varsity letter and jacket next week from La Joya High School. Congratulations!
- Two Thumbs up to Danny Gonzalez, 510, for losing 60 pounds on his own weight loss challenge! Danny's been running and eating better to improve his healthy lifestyle. Great Job!
- Special Recognition to Danny and Jennifer Monson's daughter, Katie, for serving food at the Los Angeles Midnight Mission with her youth group.



What interesting things are happening in your facility? E-mail Suzanna at ssolis@stateslogistics.com.



California Region
Annual Company Picnic
Saturday, June 18, 2011

Scandia, Ontario
11:00 am—Close

Look for flyer on your pay check