

# ONWARD UPWARD



## SAFETY SAYING

*Hearing protection is a sound investment*

*- submitted by Paul Normand*

## NEWS

### Town Hall 2022 Award Winners!



#### OUTSIDE SALES

Revenue Growth in Territory: Todd Davis: +37.59%  
Overall Sales Margin in Territory: 40.47%, Delta, Brendan Zahn  
Total Revenue in Territory: Travis Payne, \$4.145M  
"Call King": Bodie Young: 704 Sales Calls  
Total Activity (QUOTES/INV/RFQs/CALLS): Travis Payne: 3,145  
Growth in Sales Margin: Bodie Young: +2.07% Increase  
New Cust. Accounts: Travis Payne: 70 Accounts & \$380k Revenue  
Growth % vs. Prior Year: Todd Davis: \$959k  
Growth in HI + RI: 77.65% Increase  
Growth in HI+RI: Bodie Young, \$95k Increase  
Growth in Inspections, Brendan Zahn, 14 New Inspections

#### INSIDE SALES

Volume Growth: Jeff Pitman: 41.12% Growth  
Volume Growth, Tina Thompson, \$786k  
Overall Sales Margin: Tina Thompson, 28.56%  
Overall Sales Volume: \$2.8M, Tina Thompson  
Growth in New Accounts: Tina Thompson: \$335,097  
Growth in New Accounts, Sherry Sullivan, 241  
Total Activity (QTES/INV/RAI/CALLS): Sherry Sullivan: 542

#### BUDGET ACHIEVEMENT: 130.6%

#### TOTAL COMPANY ROCKS ACHIEVEMENT, 61%

#### OPERATIONS

Sales Profitability, Millington MR, 41.94%  
Revenue Growth %, Little Rock CS, 109.04%  
Revenue Growth, Millington HR, +\$1,521,265  
Profit Contribution Growth, Millington HR, 44.5%  
Profit Contribution Growth, Millington HR, +\$439,275  
Profit Contribution Growth, Millington MR, +1220bp  
Growth in RAI Hit Rate: Zone 1C, 89.29%  
Growth in Inspections, Zone 1A, 23  
High Margin Jobs, Little Rock HR, 50.81%  
Low Margin Jobs Improvement, Millington Motor Repair: -51 Jobs  
Low Margin Jobs Missed Margin, Little Rock HR, -\$21,973 Improvement  
Growth in Sales Margin, Millington Motor Repair, - 9.30%  
Growth in Sales Margin \$, Millington Hoist Repair - \$609,424  
High Margin Jobs, Millington Hoist Repair - 42.83%  
High Margin Jobs, Little Rock Hoist Repair - 50.81%

MORE AWARDS CAN BE FOUND ON PAGE 2

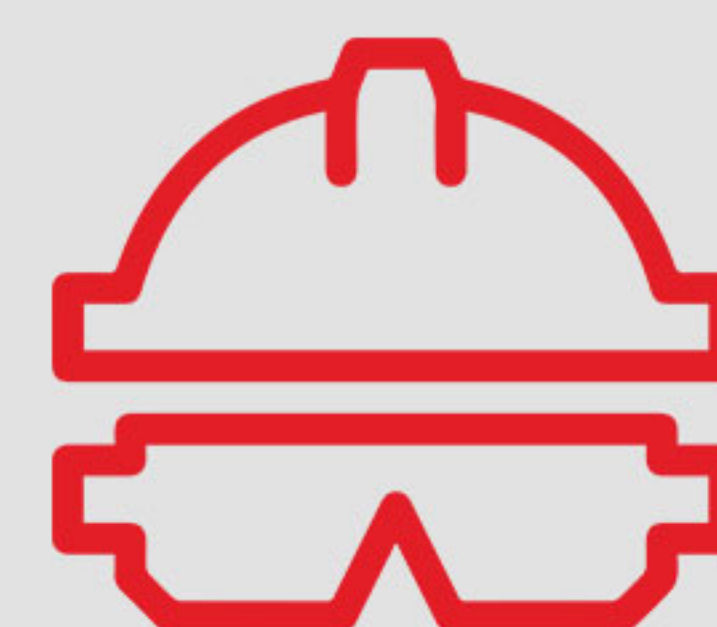
## SAFETY SPOTLIGHT

### SAFETY DRAWING WINNERS

ML: Ben Garcia

LR: Robert Wiley

Combined: Aaron Tucker



## TOP PERFORMERS

### Winners for February 2023 were:

- Inside Sales Revenue: Tina Thompson
- Outside Sales Margin: Bodie Young
- Outside Sales Revenue: Todd Davis
- Department Profit \$: ML MR
- Department Profit %: ML CS
- Department Margin: ML MR
- Department Revenue: ML HR



## TECHNICIAN AWARDS



**CAPTAIN AMERICA**  
Total Hours Worked



**DUCK TAPE**  
Able to fix about anything  
Total Overtime Hours Worked



**THE GOLDEN PHONE**  
Most Service Call Hours Worked



**INSPECTOR GADGET**  
Most Inspection Hours Worked

### FEBRUARY 2023

#### HOIST REPAIR

Millington	Paul Normand	Wes Cotner	Aaron Tucker
Little Rock	Lucas Banta	Joseph Potter	Lucas Banta

#### MOTOR SHOP

Millington	Nigel Hill	Nigel Hill
Little Rock	Trevor Hall	Trevor Hall

# CONGRATULATIONS



## Town Hall 2022 Awards Continued...

### TECHNICIAN AWARDS



LR Motor - Trevor Hall, 2,375  
LR Hoist - Lucas Banta, 3,354  
ML Motor - Nigel Hill, 2,598  
ML Hoist - Jesse Lucy, 3,036



LR Motor - Trevor Hall, 345  
ML Motor - Nigel Hill, 498



LR Hoist - Lucas Banta, 1,547  
ML Hoist - Paul Normand, 2,044



LR Hoist - Johnathan Kirkpatrick, 1,173  
ML Hoist - Jesse Harvill, 1, 343

### PLANNER OF THE YEAR

John Harmeyer

### ADMINISTRATOR OF THE YEAR

Robin Bruno

### PRESIDENT'S CLUB

Bodie Young  
Brendan Zahn  
Todd Davis  
Travis Payne

### MANAGERS OF THE YEAR

Chris Pena, Director of Hoist and Crane Operations

- Sales Volume Growth: \$1,521,265
- High Margin Jobs Improvement: 42.83%
- Profit Contribution Improvement Volume Growth - \$439,27
- Profit Contribution Improvement % Growth: 44.5%
- Growth in Sales Margin \$609,424.00

Blake Parker, Director of Motor Shop Operations

- Margin Improvement: 940bp
- Margin Improvement: 38%
- Overall Sales Profitability: 41.94%
- Profit Contribution Improvement %: 1220bp
- Underperforming Jobs Improvement Y/Y: -51
- Underperforming Jobs Improvement Y/Y: -34.93%



**JESSE HARVILL**



**NIGEL HILL**



**BEN BUFFINGTON**  
2022 EXECUTIVE EXCELLENCE

**AWARD KING**



**PAUL NORMAND**



**TREVOR HALL**

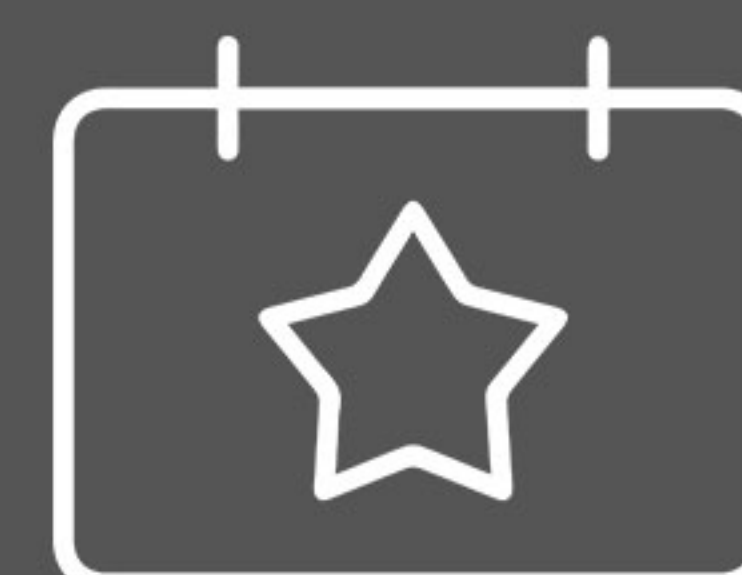
## BIRTHDAYS

03.02	JUSTIN JOY
03.05	TERRENCE COWANS
03.08	DAVID WILLIAMS
03.10	GARY MOORE
03.20	CLINT LANDMAN
03.22	LEE STANSELL
03.23	JOHNATHAN KIRKPATRICK
03.30	WES COTNER



## ANNIVERSARIES

Kevin Maxwell - 24 Years  
Howard Goodyear - 16 Years  
Bodie Young - 14 Years  
Tina Thompson - 7 Years  
Sandy Chadwick - 7 Years  
Kelsey Ruth - 5 Years  
Lucas Banta - 4 Years  
Rick Carter - 1 Year



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## JOBS:

### MILLINGTON

HR FIELD SERVICE & PDM TECH  
INSIDE SALES SUPPORT  
OPS MGR MOTOR SHOP  
TERRITORY MANAGER  
ELECTRIC MOTOR WINDER  
MOTOR MECHANIC

### LITTLE ROCK

HR FIELD SERVICE TECH  
ELECTRIC MOTOR WINDER  
INDUSTRIAL MECHANIC

### OTHER LOCATIONS

HR TECH (GRENADA, MS)  
TERRITORY MGR (WEST TN)

