



Sept/Oct 2024



SAFETY SAYING

Stay alert so you don't get hurt  
- submitted by Anonymous

TOP PERFORMERS

Winners for August 2024 were:

- Inside Sales Margin %: Dan Amble
- Inside Sales Revenue: Sherry Sullivan
- Outside Sales Margin: Wayne Vannucci NEM
- Outside Sales Revenue: MSA
- Department Profit \$: ML HR
- Department Profit %: LR MR
- Department Margin: ML MR
- Department Revenue: ML HR

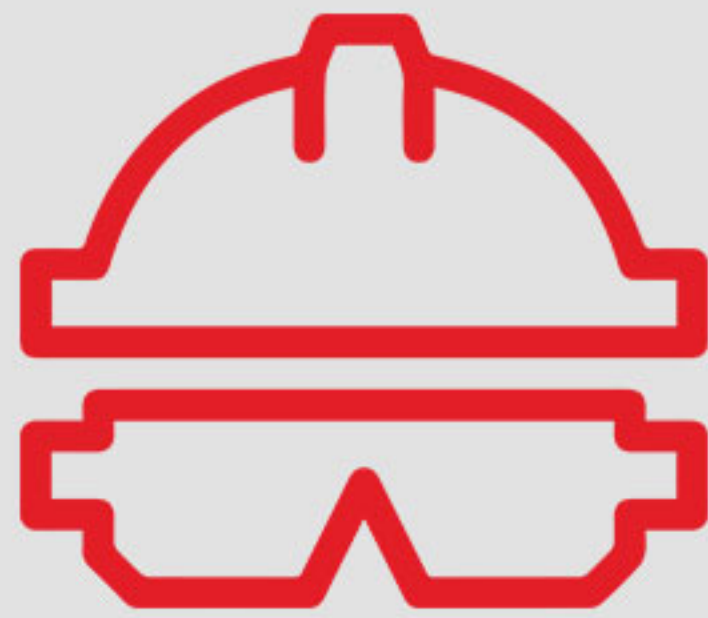


Winners for September 2024 were:

- Inside Sales Margin %: Maria Marinaro
- Inside Sales Revenue: Jeff Pitman
- Outside Sales Margin: South AR
- Outside Sales Revenue: Caleb Champion
- Department Profit \$: ML HR
- Department Profit %: LR HR
- Department Margin: LR HR
- Department Revenue: ML HR

SAFETY SPOTLIGHT  
SAFETY DRAWING WINNERS

- Millington – Sean Casner
- Little Rock – James Valentine Jr
- Combined – Jesse Lucy



MONTHLY RECORDS IN AUG 2024

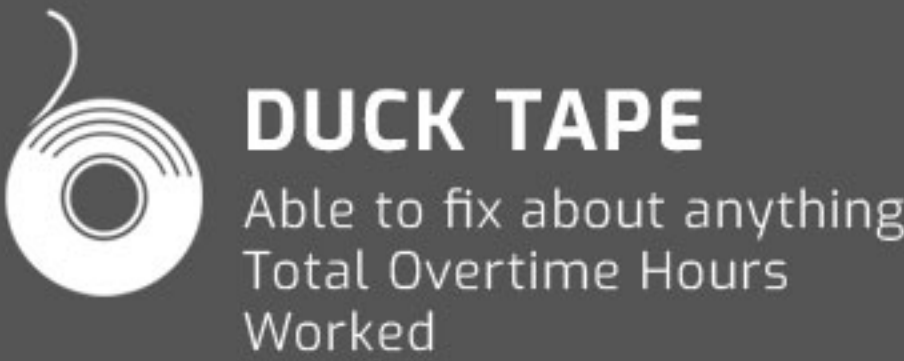
ZONE 1B (HR) REVENUE AT \$229K,  
Beating the record set in Oct-2023 (\$227K).



MONTHLY RECORDS IN SEPT 2024

ML HOIST REVENUE \$800K,  
Beating the longstanding record set in Dec-2015 (\$736K).  
ZONE 1A HR REVENUE \$400K  
Previous record \$386K in Dec-2015  
OVERALL HOIST REVENUE \$1.02M  
Previous record \$921K in Jun-2023  
TOTAL COMPANY GM% 39.8%  
Previous record 39.18% in Feb-2024

TECHNICIAN AWARDS



AUGUST 2024

SEPTEMBER 2024

HOIST REPAIR				
Millington	Lee Stansell	Kenny Beauchamp	Lee Stansell	
Little Rock	Johnathan Kirkpatrick	Cody McMillan	Johnathan Kirkpatrick	
MOTOR SHOP				
Millington	Nigel Hill	Nigel Hill		
Little Rock	Trevor Hall	Trevor Hall		

Millington	Paul Normand	Jesse Lucy	Lee Stansell	
Little Rock	Johnathan Kirkpatrick	Randy Laster	Johnathan Kirkpatrick	
Millington	Kevin Maxwell	Joe Shurtz		
Little Rock	Trevor Hall	Trevor Hall		





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*- submitted by Anonymous*



**Congratulations for 10 Years!**

Aaron Tucker receives recognition from Ben Buffington and Howard Goodyear.

**HERE WE GROW AGAIN!**



**Melinda Scott**  
Hoist Coordinator  
Millington, TN



**Frank Scortino**  
Sr Manager, Inside Sales  
& Warehouse



**Jason Hart**  
Territory Sales Manager  
Jonesboro Area



**Jeff Eades**  
Territory Sales Manager  
Little Rock Area



**Keith Hamm**  
Territory Sales Manager  
N. Mississippi Area



**Micheal Keeton**  
Sr Hoist Technician  
Millington, TN



**Tim Brown**  
Accounts Receivables Spec.  
Millington, TN



**Rick Halsted**  
Director of Sales  
Millington, TN



**Patrick Winans**  
Territory Sales Manager  
Memphis/MSA



**Jill Preston**  
Administrative Assistant  
Millington, TN



# Spotlight Employee

Position/Title:	A/R Collections
How long have you been a Hi-Speed Employee:	New Employee
Where were you born:	Theatre
Favorite past-time:	I'm a classically-trained singer (opera)
Fun Fact:	I can teach myself to do pretty much anything with the right reference material.
Tell us a little about your family:	i have 2 adult daughters
Other Info:	I can teach myself pretty much anything with the right reference material.

## TIM BROWN



## BIRTHDAYS

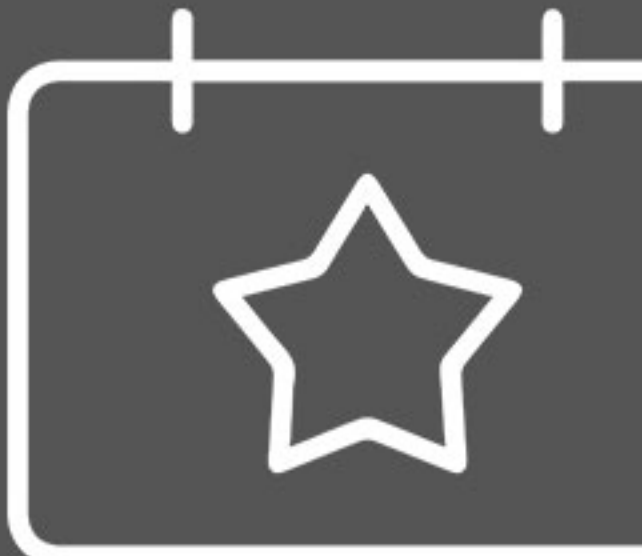


10.04	MARIA MARINARO
10.09	ASHLEY SUMMERFIELD
10.13	DAN AMBLE
10.14	ROBERT ROBERTSON
10.20	JOE SHURTZ
10.22	RON MELTON
10.28	JEREMY EDWARDS

OCTOBER

NOVEMBER	11.06	BRANDON WOODARD
	11.06	BRADLEY DAVIS
	11.07	HOWARD GOODYEAR
	11.15	KENNY BEAUCHAMP
	11.18	BEN BUFFINGTON
	11.27	DUSTIN BANTON
	11.29	KEITH HAMM

## ANNIVERSARIES




### OCTOBER

Robert Wiley - 25 Years  
Aaron Tucker - 10 Years  
David Williams - 9 Years  
Trevor Hall - 6 Years  
David Maclin - 4 Years  
Sasha Flowers - 2 Years  
Brandon Woodard- 2 Years

### NOVEMBER

Jesse Lucy - 38 Years  
Jonathon Buchanan - 2 Years  
Angela Baird - 2 Years

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## JOBS:

### MILLINGTON

HOIST & CRANE ADMIN ASST  
MATERIALS HANDLING PLANNING ENG.  
HOIST & CRANE FIELD SERVICE TECHS

### LITTLE ROCK

MOTOR SHOP COORDINATOR  
ELECTRIC MOTOR WINDER APPRENTICE  
HOIST & CRANE FIELD SERVICE TECHS

