



February 2024



SAFETY SAYING

Prepare & prevent instead of repair & repent
- submitted by Anonymous

NEWS

Chris Wiley and Brendan Zahn celebrate 5 years at Hi-Speed!



TOP PERFORMERS

Winners for January 2024 were:

- Inside Sales Margin %: Jeff Pitman
- Inside Sales Revenue: Sherry Sullivan
- Outside Sales Margin: Troy Glover
- Outside Sales Revenue: Travis Payne
- Department Profit \$: ML CS
- Department Profit %: LR CS
- Department Margin: LR CS
- Department Revenue: ML HR



TECHNICIAN AWARDS

- CAPTAIN AMERICA**
Total Hours Worked
- INSPECTOR GADGET**
Most Inspection Hours Worked
- DUCK TAPE**
Able to fix about anything
Total Overtime Hours Worked
- THE GOLDEN PHONE**
Most Service Call Hours Worked

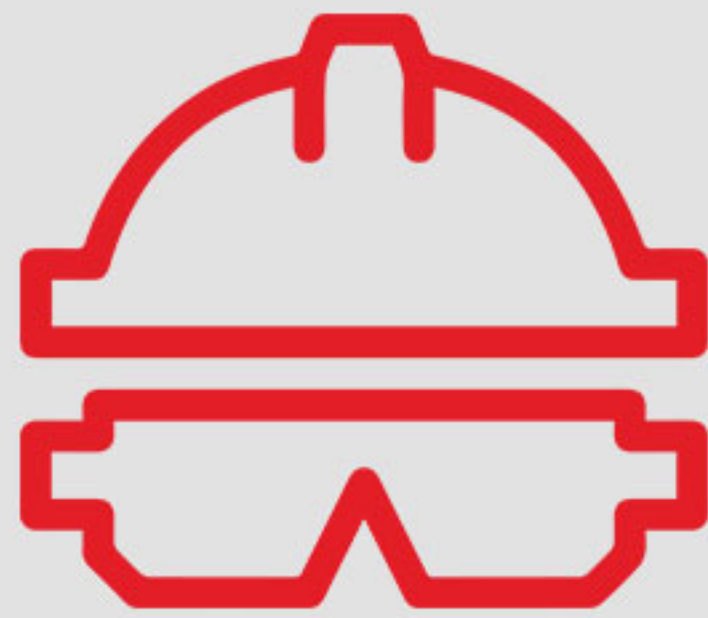
JANUARY 2024

HOIST REPAIR			
Millington	Daniel Morris	Jesse Harvill	Lee Stansell
Little Rock	Johnathan Kirkpatrick	Jeremy Edwards	Johnathan Kirkpatrick
MOTOR SHOP			
Millington	Brian Goines	Brian Goines	
Little Rock	Lee Pettey	David Maclin	

SAFETY SPOTLIGHT

SAFETY DRAWING WINNERS

- Millington – Paul Normand
- Little Rock – Gary Moore
- Combined – Nigel Hill



2023 ANNUAL AWARDS



PLANNER OF THE YEAR
DANIELLE JACKSON

ADMINISTRATOR OF THE YEAR
ASHLEY SUMMERFIELD

INSIDE SALES PERSON OF THE YEAR
SHERRY SULLIVAN

SALES PERSON OF THE YEAR
TRAVIS PAYNE

TECHNICIAN AWARDS

- Captain America**
 - LR MR Lee Pettey
 - LR HR Johnathan Kirkpatrick
 - ML MR Nigel Hill
 - ML HR Lee Stansell
- Duct Tape**
 - LR MR Trevor Hall
 - ML MR Nigel Hill
- The Golden Phone**
 - LR HR Johnathan Kirkpatrick
 - ML HR Lee Stansell
- Inspector Gadget**
 - LR HR Joey Potter
 - ML HR John Farmer

PRESIDENT'S CLUB

ACHIEVEMENT OF ANNUAL PROFIT \$ BUDGET

- DAVID WILLIAMS: LR MR
- BRENDAN ZAHN: NORTHEAST MS
- TRAVIS PAYNE: NORTH AR
- TROY GLOVER: MSA TERRITORY
- HOWARD GOODYEAR: 1B/C
- SHERRY SULLIVAN: I/S
- CALEB CHAMPION

Spotlight Employee

Position/Title:

Hoist & Crane Planner

How long have you been a Hi-Speed Employee:

2 1/2 Years

Favorite past-time:

Sketching/Drawing

Where were you born:

Galveston, TX

Fun Fact:

I am 100 % Mexican.

Tell us a little about your family:

I have two kids, one boy & one girl. Carter, he is 6 years old & Finley, she is 4 years old. They keep me on my toes.

JOHN CURA



Sales & Operating Awards

- Outside Sales: Revenue Growth in Territory: Brendan Zahn, +38.87%

■ Outside Sales: Growth \$ vs. Prior Year: Brendan Zahn, \$901k

■ Outside Sales: Overall Sales Margin in Territory: Wayne Vannucci, 40.22%

■ Outside Sales :Growth in Sales Margin: Wayne Vannucci, +4.90% Increase

■ Outside Sales: Growth in Inspections, Wayne Vannucci, 50 New Inspections

■ Outside Sales: Total Revenue in Territory: Travis Payne, \$4.995M

■ Outside Sales: "Call King": Travis Payne, 520 Sales Calls

■ Outside Sales: Total Activity (QUOTES/INV/RFQs/CALLS): Travis Payne, 3,672

■ Outside Sales: New Cust. Accounts #: Travis Payne, 77 Accounts

■ Outside Sales: New Cust. Accounts \$: Troy Glover \$474k Revenue

■ Outside Sales: Growth in HI + RI Y/Y%: Caleb Champion, 49.82% Increase

■ Outside Sales: Growth in HI + RI Y/Y\$: Caleb Champion, \$59k Increase
- Operational Achievement Award: Sales Profitability, Millington MR, 46.80%

■ Operational Achievement Award: Revenue Growth %, Little Rock CS, +80.8%

■ Operational Achievement Award: Revenue Growth, Millington Parts, +\$1,138,652

■ Operational Achievement Award: Profit Contribution Growth %, Little Rock CS, +120.6%

■ Operational Achievement Award: Profit Contribution Growth \$, Millington CS, +\$343,085

■ Operational Achievement Award: Growth in RAI Hit Rate: Zone 1B, 129.23%

■ Operational Achievement Award: Growth in Inspections, Zone 1C, 25

■ Operational Achievement Award: High Margin Jobs, Millington MR, 32.88%

■ Operational Achievement Award: Low Margin Jobs Improvement, Little Rock Motor Repair 21 Jobs (-19.63%)

■ Operational Achievement Award: Low Margin Jobs Missed Margin, Millington HR \$56,878 Improvement

■ Operational Achievement Award: Low Margin Jobs Revenue Y/Y Change, Millington CS, -\$449,512 Improvement

BIRTHDAYS

- 03.02

JUSTIN JOY
- 03.08

DAVID WILLIAMS
- 03.10

GARY MOORE
- 03.22

LEE STANSELL
- 03.23

JOHNATHAN KIRKPATRICK
- 03.30

WES COTNER



ANNIVERSARIES

Kevin Maxwell - 25 Years
Howard Goodyear - 17 Years
Kelsey Ruth - 6 Years
Rhonda Pearsall - 1 Year



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JOBS:

MILLINGTON

INSIDE SALES MANAGER
HOIST SERVICE ADMIN
HOIST SERVICE COORDINATOR

LITTLE ROCK

ADMINISTRATIVE ASSISTANT
HOIST SERVICE TECHNICIAN

