



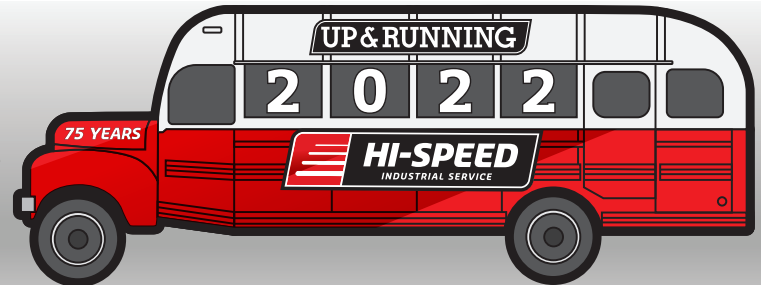
Monthly Newsletter



Safety Slogan

Safety starts with "S" but begins with "Y-O-U".

--Rick Carter



NEWS

CUSTOMER SPOTLIGHT: Gerda- Jackson, TN by Blake Parker

Gerda Steel is a new customer for Hi-Speed. Their primary product is c-channel steel. They have used multiple other vendors over the years but recently agreed to give Hi-Speed an opportunity. One of our first opportunities in the motor department is a motor that their previous vendor said could not be repaired. We worked together with lamination and coil vendors to put together a repair plan and estimate for the motor. Our proposal was 46% cheaper and a year faster than the delivery of a new motor from the crane manufacturer. This led to the largest single motor repair P.O. in Millington in recent history, \$96,000.00.



For the Hoist and Crane group a circular rail needed to be replaced on one of their large cranes. Every other vendor told the customer the hoist had to be fully removed in order to change the rail. Hi-Speed put together a proposal to jack-up the crane and change the rail without fully removing the hoist. This is going to save the customer downtime, is more economical and it is safer. Gerda is very excited to have found a partner who can come up with unique solutions maximizing uptime, profits and safety.

2021 President's Club Winners



The 2021 President's Club winners were Todd Davis and Shane Summerlin. The prize was an all expense paid trip to the Don Cesar in St. Pete Beach, FL for the winners and their spouses.



Safety Spotlight

Safety Drawing Winners

ML: Jesse Harvill LR: Robert Roberson

COMBINED: Tommy Shull

Safety Slogan Winner: Rick Carter

Incidents for March = 0

TECHNICIAN AWARDS



CAPTAIN AMERICA
Total Hours Worked



DUCK TAPE
Able to fix about anything
Total Overtime Hours Worked



THE GOLDEN PHONE
Most Service Calls
Hours Worked



INSPECTOR GADGET
Most Inspection Hours Worked



HOISTREPAIR

Millington

Wes Cotner



Kyle Hinkson



Paul Normand

Little Rock

Lucas Banta

Joey Potter

Lucas Banta

MOTOR SHOP

Millington

Nigel Hill

Nigel Hill

Little Rock

David Maclin

David Maclin

TOP PERFORMERS

Winners for last month were:

Inside Sales Margin %: Tina Thompson

Inside Sales Revenue: Tina Thompson

Outside Sales Margin: I-55

Outside Sales Revenue: Travis Payne

Department Profit \$: MLHR

Department Profit %: LR MR

Department Margin: LR MR

Department Revenue: MLHR



SPOTLIGHT EMPLOYEE

Robert Roberson



Position/Title: Motor Winding Technician

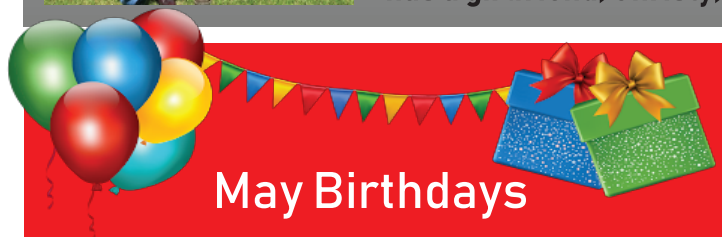
How long have you been a Hi-Speed Employee: 5 years

Where were you born: Lonoke AR

What is your favorite past-time: Hiking, metal detecting, and shooting pool

What is fun fact about you others may not know: Was top-10 APPA ranked pool player in the early 80's

Tell us a little about your family: Two brothers, Van and Joe. Van was another motor shop technician for a long time and Joe is a truck driver & has a girlfriend, Christy, of 15 years.



May Birthdays

Susan Farrell	05/06
Chris Senter	05/07
Aaron Tucker	05/08
Daniel Morris	05/13
Paul Normand	05/23
Mike Freeman	05/24



Ben Buffington	05/03	11 Years
Terry Frazier	05/06	8 Years
John Farmer	05/13	3 Years
Johnathan Kirkpatrick	05/18	2 Years
Mike Urser	05/18	14 Years
Danielle Jackson	05/20	9 Years
Wes Cotner	05/20	3 Years
Jesse Harvill	05/24	1 Year
Shawn Sappington	05/28	3 Years

WELCOME ABOARD

Millington:

Rick Carter: Hoist & Crane Field Service Technician

Magic Bus
Get in the Right Seat

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NOW HIRING:

- LR - Admin- Clerk
- LR HR - Hoist Technician
- ML Admin - AR Clerk
- ML Sales - Territory Sales Mgr
- ML MR - In-Shop Mechanic
- ML HR - Hoist Technician
- ML HR - Zone Manager
- ML MR - In-house Field Svc Tech
- ML MR - Planner
- ML Sales - Territory Sales Mgr