



# July 2018

*Pierce Distribution Services Company*

## Kevin Hogan Writes...

Well, it is July and time for the Rockford Pro Am. We had four customers play in the Pro Am this year, 2 from Komatsu and 2 from Metso. We had two tables of twelve for the Pro Am Dinner the night before at Giovanni's with the country band Parmalee providing the entertainment. Two of our customers brought their wives to dinner. The food was great and so was the entertainment. Tony did a great job participating in the auction. The next day our group played with pro golfer Ken Duke. It was our 5th time with Ken, who always is a pleasure to play with. Ken actually came and sat at one of our tables after our golf match. Dino McNabb (COO), Larry Hickey (Rkfd GM), Mark Strawn (Ripley GM) and Tim Charles (Business Manager) were the caddies for the customers. Our gallery included the families of 3 of our players plus Tony Chiodini, Karmen Chiodini, Marina Chiodini, Jason Smith and me. Our team played great and finished at -17 tied for 3rd place. The winner was -20. It is the biggest fund raiser we participate in each year.

Dino, Tony, Jason and I were able to have a meeting on the following day at the Corporate Office. Dino shared with me that two of our customers have extended their contracts with us. This on top of the one extension I mentioned last month. This is all the result from hard work and dedication of Dino and his team. This supports our motto "At Pierce, We Do Whatever It Takes". I

was also able to meet Lisa Knotts for the first time who works for Tony. Lisa has taken Chris Cacciatore's position as Chris has been promoted to the HR Department.

Pierce Distribution Services will be celebrating its 65th Anniversary in 2019. We will have to get new plaques for each plant to replace the 60th Anniversary plaques.

On a personal note, our buddy who had a column in every Newsletter for the last 15 years has passed away—Jack. Jack spent 15 years 7 months entertaining my family, friends and Pierce associates. He had flown about 70 times and been to Yellowstone, the Badlands and the Black Hills at least 4 times. He visited the Grand Tetons twice. Great family member. He spent a fair amount of time at the Belvidere West Plant, Jackson Plant and at the Corporate Office. He loved to chase balls and sticks in the water. His favorite swimming place was in front of our house and it is there we will place his ashes. Jack has turned his duties "Jack's words of Wisdom" over to his step brother Russell.



I would like to wish everyone celebrating birthdays in August a Happy Birthday. There are two Milestone Anniversaries in August as follows: Israel Galvan (Rockford) 5 years on August 5th and Richard Proscia (Columbia) 5 years on August 26th. We have many notable Anniversaries in August: Victor Bravo Morales (ICP) 11 years on August 13th, Brad Herr (ICP) 13 years on August 28th, Ken Holze (Rockford) 16 years on August 5th, Tracy Schmitt (Ripley) 19 years on August 11th and Donna Hogan (Corporate) 19 years on August 2nd. I would like to thank everyone celebrating Service Anniversaries in August for their years of dedication and commitment to Pierce.

**Kevin Hogan**



## Russel's Words Of Wisdom...

*When someone you love becomes a memory, that memory becomes a treasure.*





## ICP (Portland) Writes...

To celebrate Eav Tan's 15th anniversary, he was presented with an Apple watch! Key vendor Marine Lumber also gave Eav a new jacket.

The ICP Wellness committee garden is doing well! Here is Tommy Sisco with zucchini he raised. There are also flowers to take home or bring in the office.



Casey Sessions 2 years



Brad Herr 13 years



Victor Bravo 11 years



## Our C.F.O. Writes...



### Gallagher Monthly Wellbeing Newsletter July 2018

Each month Gallagher Williams-Manny provides **The Wellness & Prevention Newsletter** to you as a service for distribution to your employees. Please find the newsletter attached. The newsletter includes information on health, wellness, nutrition and disease.

This month's topics include:

#### HEALTHY SNACKING!!

- Drink water and tea throughout the day. You'll avoid the extra calories from sugary drinks and feel more full. In addition, green and black teas provide powerful antioxidants!
- Don't place snacks in your line of sight. Sit so that any candy or salty treats in your desk area are hidden from view, and find a snack-free place to take your breaks. It's easier to avoid temptation when it's not staring you in the face!
- Stash healthy snacks at your desk. That way, when you're hungry or tempted, you always know you have a healthy option.
- Find a polite way to say no. Jim really won't mind if you don't have a slice of birthday cake. Just make sure you tell him to have a great day.

#### Simple Healthy Snack Ideas

Fruit, dried fruit, nuts, protein bars, Greek yogurt with fruit or almonds, string cheese, turkey jerky, granola, vegetables with hummus dip, trail mix, protein shakes, roasted chickpeas. It's not hard to find a healthy option if you're motivated to try!

**Tony Chiodini**

## A FREE TV? YES, PLEASE

Through our Blue Cross/Blue Shield medical insurance, we have a little benefit called **Well On Target**. They have a program that gives you points for going to the gym. Each gym membership through our program costs \$25 per month, and one of the gyms is Anytime Fitness. When you enroll? Boom, you get points. Whenever I go to the gym and trudge along on the treadmill, I earn points. If I go once in a week, I earn 100 points. If I go

three times, I earn 200 points. I recently completed a health assessment and earned a whopping 2500 points. You earn points, too, for linking your tracker to your account and logging your physical activity. At any rate, I hadn't redeemed my points in a very long time so I logged in, and lo and behold, I had enough points JUST FROM GOING TO THE GYM to earn a free 24" LED TV.

When you do redeem your points, you have a catalog to pick from, which is very similar to the Safety Jackpot catalog. (I have to "run" now, I've got my eye on a DVD player to go with this TV and I need a few more points to get there.) If you have any questions on your program, ask me. I would be glad to help.

**CHRIS CACCIATORE**

### AUGUST ANNIVERSARIES

Name	Day	Plant
Donna Hogan	8/02/99	C
Israel Galvan	8/05/13	2
Ken Holze	8/05/02	2
Tracy Schmitt	8/11/99	7
Victor Morales	8/13/07	ICP
Richard Proscia	8/26/13	4
Bradley Herr	8/28/05	ICP
Jackie Davenport	8/24/15	5
Dexter Washington	8/31/15	2
Mayra Bustamante	8/10/15	5
Melody Wallace	8/8/16	2
Tina Nichols	8/15/16	7
Casey Sessions	8/29/16	ICP

### AUGUST BIRTHDAYS

Name	Day	Plant
Christine Blazer	2	2
Opal Treadway	5	7
Jasmine Johnson	6	7
Allester Hightower	11	C
Richard Strocchia	10	2
Tabitha Lee	15	7
Beth Futrell	16	2
Denise Christian	23	4
Jorge Chavarria	23	5
Kimberly Roy	24	7
Jason Bignall	24	ICP
Larry Hickey	26	2
Willie Stone	28	5
Jason Howell	30	7
Iva Williamson	31	5





# Houston Writes...

## JULY 9<sup>TH</sup> PIERCE / MAHINDRA BARBECUE

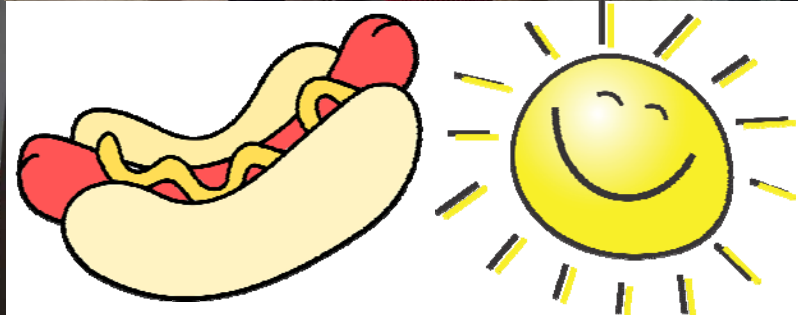
A big thanks to all from the Pierce and Mahindra parts teams for helping to make the Pierce / Mahindra parts teams' cookout a great success.

It was a good time for engagement with our customers and our employees.

Many thanks went to Mike and Chris from Mahindra for keeping the grills churning out tasty burgers, brats and dogs.

Despite the threatening weather all around us, it still turned out to be a great day for a barbecue.

### RICH GRABOWSKI



## Ripley Writes...

This month is Tobacco free month! This is a hard one (you know what I mean if you use or have used tobacco products) I would like to share a little information that we shared with our associates in Ripley TN.

1) Within 20 mins of quitting smoking your heart rate drops. 2) 8 to 12 hours your blood carbon monoxide level drops. 3) 48 hours your ability to smell and taste improves. 4) 2 week to 3 months your risk of HEART ATTACK DROPS. 5) 1 to 9 months you will feel less short of breath and cough less. 6) 1 year your risk of heart disease will be cut in ½. 7) 5 years your risk of stroke decreases. 8) 10 years your risk of lung cancer drops to that of someone who's never smoked. 9) 15 years your risk of heart disease is the same as someone who's never smoked. Now let that sink in! Here is something else for you to think about—\$\$\$\$\$\$\$. On the next page is a chart that shows how much it cost you per day, week, month, and year. WOW, that hurts! You could go on vacation with that kind of money! Now for the serious stuff. Tobacco can cause lung, kidney, bladder, esophageal, and pancreatic cancer—not to mention heart disease. So if you are thinking of quitting and need help, consult your doctor—then you can start feeling the effects of quitting tobacco such as: better circulation, improved taste and smell, more energy, cleaner teeth and mouth and you lower your risk of heart attack and cancer. So good luck. You can do this.

Plant 7 also passed out survival kits for associates that took the pledge.

**DUM-DUM SUCKER** – To remind you what you will be if you start again!

**LIFESAVER** – Quitting can add years to your life!

**STARBURST** – For the new burst of flavor you will taste in your food!

**LUCKY PENNY** – Just in case you need a little to see you through!

**MARBLE** – Just in case you lose yours during this time!

**CANDLES** – Something to use all those matches and lighters on!

**GUM** – To remind you to stick to it!

**SMILEY FACE** – What you will see on your friends and family when they hear you have quit!

JUST A FUNNY THOUGHT "NEVER SLAP ANYONE THAT IS CHEWING TOBACCO"!!! lol

THANKS

Rachel Langley

Ray Brown

Kristi Taylor

Mike Moore

KRISTI TAYLOR

## Sharing the Bounty

Many know that Ripley, TN has the title as the "Tomato Capitol of the World". Historians tell us it is because of the acidity in our soil in this county that give the tomato its unique taste. The tomatoes in this area are also referred to as staked tomatoes as the roots are planted in the ground and grow on wooden stakes that support the vines by tying them with twine. Did you know the tomato is classified as a fruit? Very labor intensive, but worth the effort as our tomatoes are shipped all over the U.S. Lauderdale County, of which Ripley is the county seat, yearly celebrates the tomato with a festival in July with many activities including our famous tomato tasting, from salsa to tomato pie (the dish must contain tomatoes in some form), BBQ cooking contest, talent contest, car show, golf tournament, the announcement of the tomato farmer of the year, and "yes" the coveted title of Miss Tomato (makes any parent proud to have your daughter selected as the "Mater Queen"). The carnival rides go on for days with lots of entertainment on the main stage and many visitors dropping by for the annual event. Hey, what can I say, "we're country" and it's Ripley, Believe It or Not! We hope Pierce's corporate office enjoys our gift box of tomatoes being sent their way, courtesy of Ripley's Plant 7. Enjoy!

MIKE MOORE



Above: Felicia Bonds & Nicholas Wooster

At left: Rachel Brewer of Plant 7's Shipping Department helps get the tomatoes ready to be shipped to our corporate office.



# Ripley Continues...



## Smokers – Check This Out!

How much does it really cost to smoke?

**Each Day                      Each Week      Each Month      Each Year**

<u>1 Pack</u>	<u>7 Packs</u>	<u>29 Packs</u>	<u>52 Packs</u>
\$5.00	\$35.00	\$152.08	\$1,826.25
<u>1 ½ Pack</u>			
\$7.50	\$52.50	\$228.13	\$2,739.38
<u>2 Packs</u>			
\$10.00	\$70.00	\$304.17	\$3,652.50
<u>2 ½ Packs</u>			
\$12.50	\$87.50	\$380.21	\$4,565.63
<u>3 Packs</u>			
\$15.00	\$105.00	\$456.25	\$5,478.75

\*Franklin County, KY Health Department

## Ripley cont...



L-R: Diana Spann, Rachel Langley & Winston Starks

## GOOD EATS AT RIPLEY!

Thanks, Pierce, for the wonderful meal on Thursday, July 12th. A company cook-out of grilled hamburgers, hot dogs, baked beans, assorted chips and all the trimmings were enjoyed by both first and second shift associates. We appreciate our associates and the fine job they do each and every day! Working in the extreme heat we have been experiencing (heat index over 100 degrees for the last 4-5 weeks) here in Tennessee has made the job very demanding. Efforts are made daily to provide large quantities of Gatorade, water, popsicles and additional break time to keep all our folks hydrated and healthy. Management appreciates each of you! Thanks for what you do!



MIKE MOORE





## Ripley Cont...

### EATING HEALTHY

In the month of June we focused on eating healthy (YOU ARE WHAT YOU EAT)! Hopefully everyone was able to read the article in the newsletter. At Plant 7 (Ripley, TN), we challenged associates to give up sodas for a month. The participation was great! Thanks, everyone; you should be proud of yourselves. Those of you who fell short get back on the wagon. You can do it! We had a drawing for a case of water for everyone who participated and the winner was Teresa Scott! Everyone was wanting her water!!

Next month is tobacco free month! Let's encourage everyone to get healthy and kick the habit!

Congratulations, Ms. Teresa!

### KRISTI TAYLOR

Teresa Scott & Rachel Langley



back to School



L-R: Hiding face is Ms. Photogenic, Opal Treadway; the Birthday Girl, Cynthia Johnson; and wishing for a cupcake is Debra Isom



### WHOOOP—THERE SHE IS!

On July 17th in Ripley's Plant 7, all the Quality Control employees gathered in the conference room to celebrate Ms. Cynthia Johnson's birthday. After enjoying a variety of pizzas, chip and dip, the birthday girl shared a "beautiful cupcake cake". From the picture you can tell Ms. Debra Isom was begging for her cupcake - and when it is your birthday you don't have to share. The picture also shows fellow QC employee, Opal Treadway, who loves to have her picture made. A great time was had by all!

### MIKE MOORE

### OFF TO COLLEGE?

Stay safe and healthy at college.

Going off to college can be an adventure. But sometimes students forget that it's up to them to stay healthy while away at school.

Share these tips with them for good health:

- Eat healthy foods.**
- Stay active.**
- Learn to manage stress.**
- Get enough sleep.**
- Protect against STDs.**
- Stay up-to-date on immunizations.**
- Limit alcohol and don't binge drink.**
- Avoid illegal drugs.**
- Don't smoke or vape.**

Give your college kids tips on good mental health, too. Urge them to reach out for help if they feel overwhelmed or unhappy at college. About one-third of U.S. college students had trouble functioning due to depression, says the 2013 National College Health Assessment. Almost half of those 125,000 students from 150 schools said they felt overwhelming anxiety during the past year.

SOURCE: [https://lifestyles.bcbasil.com/article/nt\\_health\\_plan](https://lifestyles.bcbasil.com/article/nt_health_plan)

Kelvin Cole, Ripley, TN's 1<sup>st</sup> Shift, shares his happiness with his daughter, Jasmine Hayes, August 10<sup>th</sup> graduation from Austin Peay State University.



Jasmine's degree is in the Healthcare field. As a Pierce Scholarship recipient, both Jasmine & Dad say "Thanks".

*Congratulations!*



## Ripley Cont...

### LOVE AT FIRST SIGHT

Congratulations to these two "special" associates pictured above. Ripley's Plant 7 is tickled to bestow the Associate of the Month honor to our very own Chad Hawks. Chad has been with Pierce since 2012 and worked in most every department. He currently is assigned to the Quality Control department under the direction of Line Lead Debbie Chipman and Supervisor Tracy Schmitt. This group truly has a special work relation and are known for their antics of "trickery and aggravation" (not to other associates, but just to each other). Anything to get the job done is their philosophy. Just posing for this picture was a great experience - just ask Debbie for her take on the story. Nominated by Debbie for this recognition, Chad is the perfect example of "getting the job done with whatever it takes". He is continuously running, finding lost parts and completing required reports while maintaining a great relationship with all our Komatsu friends. He's always here, because he is not going to miss the opportunity to make a dollar. To make up for aggravating his leadership team and to get back in their good graces, he often brings sausage and biscuits and his famous home-made cakes (cakes he bakes himself). Chadwick is happily married to his sweetheart, Mandy (14 years in October) and they have two sons, Trevor, age 17, who will be a Junior at Dyersburg High School this fall. Cayson is 4 and known as "Little Man" in the family. On Chad's bucket list is purchasing a mobile home and traveling all over the United States. In the fall you will find him deer hunting. Chad is appreciative of this honor and states he loves working at Pierce and loves the people he works with every day - "I love my job."

Congratulation, Chad - We are proud of you!

**MIKE MOORE**



## CORPORATE CORNER

### 20 YEARS?????\*

"It's true."



Yes, it's true...one of our fearless leaders celebrated 20 years with Pierce on 5/26/18. We "surprised" him with a luncheon from Nunzio's, one of the corporate office's favorite Italian places. We had lasagna, tortellini and Tony's favorite—meatballs. Karmen, Tony's wife, was able to join us and we celebrated, talked, and laughed. Tony was presented with a gift card for travel from Vacations by Veronika so that when he breaks away from his keyboard and calculator he and his wife can go see the sights. Although everyone had full tummies after lunch, we managed to choke down some chocolate cake as well...we're not quitters. Congratulations, Tony!

**CHRIS CACCIATORE**





# Family Focus

## How to make family time a habit:

- Limit screen time
- Set a specific time to spend together
- Try new things and let everyone plan
- Be thrifty
- Have a backup plan

## JULY ACTIVITY

### Family Togetherness

Get together with those closest to you to learn, laugh and grow together as you complete different family activities each week. Your first tip? Have a backup plan! Don't let bad weather or unforeseen circumstances spoil time with people you care about.



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