



## 2015 TRUCK DRIVING CHAMPIONSHIPS

Front Row: (left to right) Sue Olson, Joel Anderson.  
Back Row: Scott Hess, Dave Ertz, Jason Skalicky, Chris Parkis, and Robbie Strange.

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PLACE  
STAMP  
HERE



## Investment!

by Jeff DeVries

With the stock market going up or down hundreds of points lately it seems it would be a smart strategy to sit on the sidelines and not invest in the stock market. I have found over the years that the best investment is something you know and can possibly even affect the outcome. That is why 2015 has been and continues to be an investment year for WestWind.

WestWind Logistics is in a growth mode this year, which requires investments. In 2015 we have invested in the following:

- Two new warehouses opened (Cedar Rapids and the TPM on Aurora Ave in Des Moines)
- Pellet Mill actually started in December of 2014 but finished the project in 2015
- New sort equipment at TPM in order to sort 3,000 pallets a shift into 5 different stackers
- Over 50 'new' trailers (WestWind now owns more than 750 trailers)
- 22 new trucks by the end of the year some of which will be 'glider kits' in order to reduce maintenance costs with emissions systems.
- Over 40 new employees to keep up with the growth

In some cases these types of investments will take years to payoff. I am confident that these investments will continue to add growth opportunities and keep WestWind Logistics as a leader in our industries.

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New TPM facility on Aurora Dr. Des Moines, IA



## On the Green Side

by Shane Thompson



The pallet operation has continued to grow. The TPM facility is now running at full capacity and running extremely well. Fun fact, we have received and processed nearly 700K pallets so far through the TPM. Product is flowing well, and our client have been very happy with our performance. Great jobs to all.

The pellet mill finally appears to have the kinks and processes worked out. We are approaching our goals of 200 ton per week. This project has turned out to be a real winner, product is moving very well. We expect this to continue on through the late spring months. Keep up the good work!

## What's new?

As you can probably tell from some of the details above, we have been growing at a fast pace. In order to handle this growth, WestWind has been adding several quality drivers and owner operators to service the new volumes. Our drivers continually get the job done, day in and day out. Thank you for all of your efforts.

WestWind is also in the process of expanding our use of Palmate throughout all phases of our production and distribution activities. There will be changes in how we capture and process information throughout all facilities.

This has been an exciting time for WestWind. Thank you all for your hard work and dedication.



Joel Anderson at our Warehouse in Cedar Rapids, IA



▲ Pictures from 2015 Truck Driving Championships sponsored by the IMTA.

## JUST the FACTS

Iowa's trucking industry provides 99,000 jobs in the state of Iowa.

Trucks transport 75% of total manufactured tonnage in the state of Iowa.

Over 65% of all Iowa communities are served exclusively by trucks.

Trucks represent 12% of the vehicles miles traveled in Iowa, but pay 49% of total highway user fees and taxes in Iowa.

Total trucking industry wages paid in Iowa exceed \$4.5 billion.

Source: IMTA Magazine August 2015

## Rolling on

by Sue Olson

After a busy summer, fall has arrived. Where did summer go? This is a perfect time to open our windows and enjoy the fresh air! Not only is the warmer weather moving out, so is some of West- Wind's older equipment! Several trailers and tractors have been sold to make room for newer additions to the fleet. Look for the new 2015/2016 Freightliner and Volvo automatic day cabs that have joined our Dedicated fleets. Two 2016 Freightliner Glider Kits have been added to our over the road fleet. The Glider Kits have 60 series Detroit engines with 1998 specs.

WestWind welcomes David Haunsperger, Mike Monahan, David Goodrich, and George Alitz to our Dedicated fleets. WestWind's pallet TPM has created extra loads in the Des Moines area as well as new accounts like Farmland, Hormel and Michael Foods. The three fleets are staying very busy with the new growth and working together to maintain excellent customer service.

Transportation would like to welcome new over the road drivers Tim Swanson and Cody Holdgrafer to our team! With a combined 20 years' experience, they are a great addition to our outstanding over the road team.

WestWind was represented by Dave Ertz, Scott Hess, Chris Parkis, Jason Skalicky, and Robbie Strange in the 2015 Truck Driving Championships. There were 119 drivers representing 26 Iowa companies participating. Thanks guys!