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"We are a strong, robust, and prosperous nation. Optimism is the essence of our success. It drives our creativity and emboldens our entrepreneurial spirit. It is what makes us invest in the future and accomplish our highest aims"

– Bill Frist



THE HERMANN CONNECTION

HERMANN SERVICES NEWSLETTER - QUARTER 1 | 2011

Cruising Toward Recovery

Taking a look back at the recent economic downturn, we are pleased to report that Hermann Services used the period of instability wisely. While maintaining our reputation for providing superior, personalized service for our loyal client base, we enhanced our service offering in several ways:

- 1) We opened two new Leasing Branches in the Northeast to serve Connecticut and Southern Massachusetts. This provides shippers with the necessary option of employing a hands-on family owned firm to counter the consolidation occurring in the industry.
- 2) We acquired a new fleet of energy-efficient, driver-friendly, EPA 2010 compliant class 8 tractors powered by brand new MaxxForce engines.
- 3) We completed a \$3 million renovation at our South Brunswick, New Jersey cross-dock warehouse facility with new lighting, racking, floor sealant, and sanitary measures to better serve our food-grade and hazmat storage warehousing clients.
- 4) We ensured that our drivers are in compliance with the 2010 CSA driver regulations and provided them with ongoing driver safety seminars to keep them and other motorists safe on the road.
- 5) We renewed our Captive Insurance Policy to remain in the company of carriers with the best safety records and lowest premiums.
- 6) We continued to support charitable causes through donations to The St. Christopher Fund as inspired by Jasmine "Jazzy" Jordan's run across the country and our Toys for Tots program. We also provided support to Hopeline and Habitat for Humanity.

Now we look ahead to what we want to accomplish in 2011 and our #1 priority is **LOGISTICS**. Hermann Services is shifting into high gear to offer complete end-to-end solutions based on our formidable assets of warehousing, transportation, leasing, import/export services, maintenance, packaging, and network of industry partnerships.

Of course our greatest asset in providing logistics services is our large, highly trained workforce. Our clients consider them the best-of-the-best in the business and we would have to agree! Thanks to all of you who make it happen every day and get the job done.

Best regards and have a safe new year,

Dennis W. Hermann, President Hermann Transportation
Richard F. Hermann, President Hermann Leasing



Hermann Services Southwest Providing Asset-Based Logistics & Import Services for Prop-Tech, LLC

Prop-Tech, LLC recently contracted Hermann Services to handle complete logistics for importing ceramic proppant from China through the Port of Houston to Western Texas.

The operation includes:

- Import Logistics
- Drayage
- Transloading
- Warehousing
- Transportation

Ceramic proppant is used in fracturing operations in oil and gas wells on the mainland to stimulate production. Proppants break open oil-bearing rock two miles underground to provide a pathway for oil to flow to the well.

When the wells go deeper, requirements for strength, conductivity, and permeability grow higher, which calls for the type of product that Hermann Services is helping Prop-Tech provide to the drilling sites. "The application of ceramic proppants worldwide is growing fast as deep, horizontal drilling becomes more widespread," says Jeff Hermann who spearheads Hermann Services Southwest. "We are pleased to assist Prop-Tech with the import and distribution of the material, which is in great demand."

Hermann Services Southwest is responsible for handling about 200 import containers a month with a

combined total of 4,000 metric tons. "It's an important addition to our business that requires perfect timing. We unload and transload the product as it comes in, then load it onto our flatbed trucks and ship it to the sites," adds Jeff. "Prop-Tech was looking for a local firm to partner with that can provide asset-based services with personalized service. There are not a lot of companies in the area that can conduct this type of seamless operation."

For more information about our logistics, warehouse, and distribution services through the Port of Houston, contact:

Jeffrey Hermann
(713) 674-0805, ext. 207
email: jmhermann@hermannnds.com



Hermann Leasing Company Opens Massachusetts Facility

Hermann Leasing Company announces that it has opened a full service truck leasing facility based in South Easton, MA to serve regional shippers throughout Rhode Island, Eastern Connecticut, and Southern Massachusetts.

Gary Wilhelmsen, a native of Southeastern Massachusetts, has been named as Branch Manager of the new facility. He brings with him extensive experience in trucking.

"I have been in the truck leasing industry in New England for over 30

years and I am very excited to have the opportunity to expand Hermann Leasing Company business to this area," said Mr. Wilhelmsen. "As a family owned business for over 80 years we will fill the gap that has declined in this market the last few years. Our goal is to provide personalized customer service second to none. That is what Hermann Leasing has built their reputation on as an industry leader."

Michael Therrien, has been named Service Manager and brings with him over 25 years experience in the industry, most recently servicing

over 50 tractors in a captive shop in Taunton, MA.

Hermann's Flexible Leasing Programs in the Region Include:

- Full Service Truck & Tractor Leasing
- Dedicated Logistics Programs
- Dedicated Transportation Programs
- Dedicated Fleet Services
- Full Service Trailer Leasing
- Fleet Maintenance
- Insurance Coverage
- Equipment Branding with Company Logo
- Dry Van, Refrigerated, Temperature Controlled, Day Cab, Sleeper Cab, and Straight Trucks of all Types

For more information about our leasing services throughout RI, CT & MA, contact:

Gary Wilhelmsen
(508) 425-9505
email: gwilhelmsen@hermannnds.com



Visit us Online at: www.HermannTDS.com

Contact us today at (877) 809-6070 to schedule a complimentary consultation for your logistics needs

Hermann Services Expands Logistics Service Offering

Hermann Services continues to expand its Logistics division with a growing team of experienced supply chain logisticians who help clients control costs and time efficiencies. The division offers seamless end-to-end operations including accounting to save time on the client side from directing logistics through multiple service providers.

Through Hermann's affiliation with its captive insurance program, the company maintains partnerships with several highly rated backup carriers as well as warehousing, overseas shippers, and import/export providers.

"More and more shippers have come to rely on the asset-based service network that Hermann Services Logistics has established nationwide," says Mike Mazalewski, Logistics Manager.

"The fact that Hermann is a SmartWay Certified carrier with one of the best safety records in the industry, says a lot about the kind of company we are," adds Mike. "We have formed partnerships with other service providers who invest in up-to-date equipment and share a proven track record of safety and compliance."

Many companies have recently tapped into the Hermann network and are significantly reducing their transportation and storage costs.

Hermann Services enjoys a long reputation of providing highly personalized, attentive service with attention to details, which the Logistics Division proudly upholds.

"We take a strategic approach to logistics knowing that the supply chain is an ever moving target," says Mike. "This means meeting client objectives, analyzing data, and proactively recommending plans to make the most efficient use of time and money."



For more information about Hermann Services Logistics contact:

Mike Mazalewski

(800) 524-0067 ext. 158 | email: mmazalewski@hermannnds.com



Hermann Employee Spotlight

John Murphy

Executive Vice President,

Warehouse Group - New Jersey & Delaware

Joined Hermann Services July 2010



John Murphy, Executive Vice President of the Warehouse Group in New Jersey and Delaware, joined Hermann Services in July of 2010. He leads a team responsible for over 1 million square feet of warehouse space.

"After working for an organization that has been sold five times, I made a strategic decision join a solid, family owned and operated firm that is not looking to be acquired," he says. "We have a great, people-oriented team who are very close with each other. We all share a 'Get-it-Done' attitude that shows in the enjoyment of our work and in our high levels of customer satisfaction."

"As a full service warehousing group, we have the ability to service a variety of customers throughout the supply chain including transporting containers from the port, rail service, pick-and-pack, and dedicated distribution. Our broad-based business model attracts all types of diverse companies such as Bulova, Goya, and Grainger."

Because of strict regulations and the high levels of training required in the handling of hazmat materials, John notes that Hermann is well-poised to

expand in that area. "Hazmat requires a lot of discipline. Hermann has a spotless track record in regulatory compliance, safety, and documentation, not only in hazmat, but across the board," he says.

In fact, Hermann Services recently completed the conversion of one of its warehouses into a full hazmat facility to handle food grade and other hazmat storage to meet the special needs of its customers.

"In an economy where everyone is cost-conscious, it is refreshing to be able to provide the added value of highly personalized service, which is much appreciated among our clients," he adds.

John was born and raised in New Jersey where he lived until moving to New Hampshire in 2003. He says he is happy to return to his home state. He and his wife, Wendy, have five 5 children and 2 granddaughters.

For more information about our warehousing services throughout NJ & DE, contact:

John Murphy

(800) 524-0067, ext. 192

email: jmurphy@hermannnds.com

Hermann Services Newsletter

Hermann's Toys for Tots Program a Big Success

Hermann Services has participated in the Toys for Tots annual toy collection for over 10 years. This year our fleet of trucks picked up and delivered over **\$10,000** worth of toys for kids nationwide. Thank you to all who responded and participated in our 2010 Toy Drive. We could not have done it without you!

A special thank you to Roland Foods!

Roland Foods collected the most toys within our network of partnerships to receive our annual Toys for Tots Drive Award. Congratulations!

To learn more about
Toys for Tots, please visit ►
www.toysfortots.org



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