

HERMANN SERVICES INC. CEO, JEFFREY HERMANN, CONGRATULATES NJMTA'S NEWEST PRESIDENT, MICHAEL RAVALLO

From the Desk of Jeffrey Hermann, Secretary/Treasurer, New Jersey Motor Truck Association



Established 1914

I would like to extend hearty congratulations to the New Jersey Motor Truck Association (NJMTA)'s newest president, Michael Ravallo, for his exceptional leadership and recent success in securing a luncheon with New Jersey gubernatorial nominee Jack Ciattarelli. This remarkable achievement demonstrates Michael's commitment to advancing our industry's interests at the highest levels of state government.

In addition to hosting Mr. Ciattarelli for this important luncheon, Michael also confirmed that the gubernatorial nominee made an appearance at our NJMTA Annual Golf Outing & Networking Event on September 29. These high-profile engagements reflect the growing influence and visibility that the NJMTA is achieving under Michael's dynamic leadership.

Since assuming the presidency, Michael has demonstrated an unwavering vision and decisive action that positions the NJMTA for unprecedented growth and success. He has embarked on an ambitious mission to double our membership, increase funding, and significantly improve industry networking, participation, education, and government

engagement. His strategic approach and rapid execution of key initiatives have already begun to yield impressive results.

To my fellow Board of Officers and Directors, I want to extend my congratulations to you for your continued dedication to enhancing the Association's presence and visibility throughout New Jersey. Your collaborative efforts with Michael's leadership create a powerful foundation for our organization's continued advancement.

The NJMTA's mission is to foster and promote sound, economical, and efficient service by motor carrier transportation; to promote safety and courtesy in highway transportation; to foster and support beneficial laws and regulations affecting the motor carrier industry; and to engage in activities that advance the interests of highway transportation and highway users generally.



Michael Ravallo exemplifies the core values and mission of our Association. In his brief tenure as president, he has demonstrated an exceptional understanding of our industry's needs and the political acumen necessary to advance our interests effectively. I am confident that under his continued leadership, the NJMTA will reach new heights of influence and success, benefiting all members of New Jersey's motor carrier community.



21 Distribution Way
Monmouth Junction, NJ 08852

TRANSPORTATION • WAREHOUSING • LOGISTICS
800.524.0067 • www.HermannTDS.com

CELEBRATING OUR EMPLOYEES' MILESTONES

We'd like to acknowledge the employees celebrating milestones with us this quarter and thank them for being a big part of the Hermann Services family. **WE APPRECIATE YOUR YEARS OF SERVICE!**



- 1 YEAR**
Jose Amaya Guevara
Mario Araujo
Keila De Dios Dominguez
Saulo Enriquez
Kendrick Hodge
Tommy Horne
Gary Jefferson
Alvarez Reinaldo
Tristen Searcy
Steven Severino
Chris Spikes
David Walters
Julio Zaragoza
Alexis Zelaya
- 2 YEARS**
Angel Carrion
Keimer Contreras Gonzalez
Carl Cullins
Del Dechant
Douglas Dentry
- 3 YEARS**
Afua Adjekum-Asiedu
Shashi Paul
Craig Pauley
Madaline Peralta
Audley Russell
Stephen Slizewski
Demea Tyson
Edwin Vasquez
Scott Walcavich
- 4 YEARS**
Joseph Courter
Susan Naperkowski
Cristian Valerio
- 5 YEARS**
Hilario Sinta
- 8 YEARS**
Richard Kearns
- 11 YEARS**
Franklyn Espinal
Ebony Hunter
Prince Watkins
- 12 YEARS**
Luisa Hermann
- 14 YEARS**
Michael Horvath
- 15 YEARS**
Antonio Cabrera
- 16 YEARS**
Maria Martos
- 18 YEARS**
Esperanza DeLeon
- 20 YEARS**
William Tihanich
- 21 YEARS**
Bryan Hermann
- 23 YEARS**
Konstantinos Mouzakis
- 27 YEARS**
Margarett White
- 40 YEARS**
Walter Eib

THE HERMANN CAB

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2025 SOUTH BRUNSWICK NATIONAL NIGHT OUT

For the past 3 years, the township has had record-breaking turnout for National Night Out, bringing thousands of residents together with local police, fire, EMS, and community organizations. Hermann Services is honored to be a consistent participant and proud Diamond Sponsor of the event. We are committed to this partnership and we are excited to continue supporting it, building community connections, and showing our dedication to South Brunswick.

Reflecting on past events, LaToya Witcher, of Hermann Warehouse, said: "Experiencing National Night Out was both fun and enlightening. As someone who values community engagement, it was inspiring to see Hermann Services' involvement. Witnessing

the smiles, interactions, and local support from vendors, schools, and program supporting families, and leaving a genuine impact made it a truly great day."

This year, our Hermann tent had a tractor on display, and we handed out fun branded swag. Our team was available to talk about careers, share insights into the logistics industry, and engage with families. The event had live demonstrations, local vendors, food, music, and activities for all ages.

This was an evening dedicated to strengthening neighborhood ties and promoting a safer, more connected community.



BRAIN TEASER

You might think I splash, but I'm here to guard, not from water, but from the road's discard. What am I?

Answer: Mudflap

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HERMANN SERVICES BECOMES NEW JERSEY'S LARGEST ELECTRIC TRUCK FLEET WITH 15-VEHICLE PETERBILT COMMITMENT



Nearly Century-Old Logistics Leader Partners with NJDEP, State and Local Officials, and the Business Community to Pioneer Sustainable Commercial Transportation

Hermann Services, approaching its 100th year of operation, will officially become New Jersey's largest electric commercial vehicle fleet following today's signing ceremony for 15 new Peterbilt electric trucks. The milestone announcement, attended by many state legislators and state officials, positions the family-owned logistics company at the forefront of sustainable transportation while strengthening its competitive advantage in serving environmentally-conscious clients across the Northeast and Southwest regions.

"As we approach our centennial, Hermann Services is proving that legacy companies can lead transformation," said Jeff Hermann, CEO of Hermann Services. "This fleet expansion represents more than environmental stewardship; it's a strategic investment that attracts forward-thinking clients who demand sustainable supply chain partners. We're not just reducing emissions; we're positioning Hermann Services as the logistics provider of choice for companies serious about their environmental commitments."

The electric fleet expansion builds on Hermann Services' successful 2024 pilot program, funded through the New Jersey Economic Development Authority's NJZIP program. The

initial electric truck deployment demonstrated both operational viability and client appeal, with several major customers specifically requesting electric vehicle transportation options for their freight needs.

Funding for the 15 EV truck expansion was provided by the New Jersey Economic Development Authority alongside the New Jersey Department of Environmental Protection and the New Jersey Board of Public Utilities' Regional Greenhouse Gas Initiative (RGGI) Strategic Funding Plan.

"Peterbilt leads the industry with the most complete lineup of high-performance, zero-emissions electric vehicles to support the sustainability goals of customers like Hermann Services. Designed for performance and efficiency, Peterbilt electric vehicles offer industry-leading versatility, fast-charging capabilities, and advanced safety features," said Erik Johnson, assistant general manager, Sales and Marketing for Peterbilt.

"Transportation is the largest source of greenhouse gas emissions in New Jersey, and the transition to EV fleets is essential for protecting the air we breathe and ensuring the integrity of our climate. By investing in one of the largest electric truck fleets in the region, Hermann and Peterbilt are proving that sustainability and innovation go hand in hand. New Jersey is glad to support companies like Hermann and Peterbilt as they cut emissions,

create jobs, and strengthen New Jersey's economy," said Senator Andrew Zwicker.

"These trucks are as state-of-the-art as you can possibly be in a Class 8 tractor," said Paul Fehn, Director of Electric Vehicle Sales, Hunter Truck. "Hermann Services will be among the first in the nation to own this Next Evolution of electric vehicles, a defining endorsement of their commitment to sustainable transportation."

The timing aligns with growing client demand for sustainable logistics partnerships. Hermann Services reports increased RFP requirements for environmental sustainability metrics and carbon footprint reporting from prospective customers across their core industries: chemicals, industrial goods, food & beverage, retail, and building materials.

"It's incredibly exciting to have the state's largest EV fleet right here in the 16th district," said Assemblywoman Mitchell Drulis. "I commend both Hermann Total Distribution Services and Peterbilt for their respective leadership and foresight. They understand the big picture, not just the health benefits for our community through reduced pollution, but also the positive impact on our climate and the cost savings from lower maintenance this affords companies. This is a win for our environment, our economy, and our future."



"We are excited to pursue this opportunity alongside our long-time trusted partner, Hermann Services. At dsm-firmenich we are passionate about driving sustainability across our global network with our suppliers. This is an exciting time for Hermann Services, and we are grateful to be a part of it, celebrating the progress and shared commitment to CO2 reduction together," said Chris Hrabinski, Procurement Director for Logistics Americas.

INDUSTRY INSIGHTS

DESPITE U.S. DECLINE, GLOBAL TRAFFIC SETS NEW RECORD; TARIFFS, FRONTLOADING HIT NORTH AMERICAN TRADE

By Stuart Chirls – Tuesday, October 14, 2025
[FREIGHTWAVES.COM](https://www.freightwaves.com)



Global container volumes continued strong in 2025 with record August traffic despite weaker results from North America.

August volume was 16.61 million twenty foot equivalent units, according to Container Trade Statistics, and the highest monthly volume ever, surpassing 16.59 million TEUs in May 2025.

The record came despite an 0.5% decline in North American imports, including the United States, as a weaker August moderated a recovery that showed volumes up 1% in July year-to-date.

For the first eight months of 2025, global container volumes were 126.75 million TEUs, 4.4% better than the same period in 2024.

"While the month-on-month increase was modest at 0.2%, it highlights the consistently high level of global volumes in 2025," CTS said in a release. "In fact, August marks the fourth consecutive month in which global volumes have exceeded 16 million TEUs."

The gains come as the Trump administration's tariff policy disrupts benchmark China-U.S. trade on the trans-Pacific. Washington and Beijing in early August for a second time paused retaliatory tariffs for 90 days in an effort

to reach a trade agreement, but the damage was done as U.S. importers spent the early summer frontloading goods, depressing August volumes. But any ripple effects have so far failed to dent growth through the global supply chain.

The CTS data showed regional imports well ahead year-to-date across all regions except North America. Sub-Saharan Africa, the Indian sub-continent and Middle East, and South and Central America, were up 16.4%, 8.7%, and 7.5%, respectively. Europe followed with a 7.3% increase, which was bolstered by imports from the Far East and the Indian sub-continent and Middle East, both up 8.5% y-t-d.

All regions posted export increases except North America, which saw a 2.7% decline. Six of the seven regions recorded year-to-date growth, but gains were less pronounced than imports, CTS said.

The Far East and Indian sub-continent and Middle East saw the largest year-to-date export increases, up 6.4% and 5.9%, as China found fresh markets for its goods and manufacturing shifted to other Asian nations. Europe's exports remained flat, up just 0.1% y-t-d, after a 6% month-on-month decline in August.

Global Price Index Softens

The CTS Global Price Index, which measures global container shipping freight rates based on invoiced data collected from major shipping lines, fell by 3 points in August, to 81 points, continuing a steady decline since June. The index was at 115 points at the same time a year ago, "reflecting ongoing market adjustments despite strong volume performance."

Carriers continued to divert services on longer, costlier routes away from the Red Sea where renewed Houthi attacks on merchant shipping made the Suez Canal route untenable. At the same time, liner operators are juggling an influx of new ships that has swelled tonnage and depressed prices.

Stronger 2025 than Predicted

"It is clear that the year is outperforming early expectations," CTS said. "Continuous record-breaking months and resilient trade patterns highlight the strength and adaptability of the global container market. 2025 is shaping up to be a far stronger year than initially predicted, underlining the market's capacity to navigate challenges while sustaining growth."

EMPLOYEE SPOTLIGHTS

Over the past quarter, we put the spotlight on several of our associates who have contributed to Hermann Services in many ways.



Dave Anderson Jr.

Dave Anderson Jr.'s journey with Hermann began almost a decade ago, starting in 2015 during his senior year of high school. This career path wasn't entirely by chance. "I got into warehousing thanks to my father's 20-plus years of dedication to the company," he shares, highlighting how Hermann's family-oriented culture often spans generations. It's a testament to the company's ability to foster long-term relationships and create an environment where employees want to build their careers. When asked about his favorite aspects of the job, Dave's response reveals the dual nature of what drives him professionally: "My job's greatest rewards come from

two main areas: the valuable interactions I have with associates across different departments and the fulfillment of transforming my passion and creative ideas into impactful training videos." "Dave's commitment to the team is remarkable," said his manager, John Capra. "For the past 10 years, he's successfully transitioned his passion into being a key part of our company's success." This unique combination of interpersonal skills and creative vision has positioned him as a bridge between departments, helping to create training materials that not only educate but engage.



Madaline Peralta

Madaline Peralta joined Hermann Warehouse three years ago, entering the transportation field for practical reasons: "I got into the transportation field because it was closer to my house and I was getting closer to being a mom." What started as a convenient location choice has blossomed into a fulfilling career built on meaningful relationships with colleagues and customers. Her favorite aspect of the job reveals what drives exceptional service: "The daily interaction I have with my coworkers and customers." In an industry that can feel purely transactional, her approach reminds us that logistics

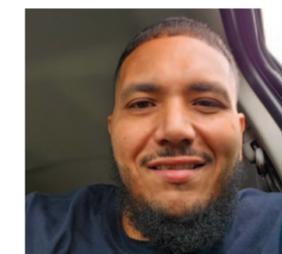
is fundamentally about people helping people solve problems and meet business goals. As her manager, Jim Capra notes, "Madaline is a ray of sunshine here at Hermann Warehouse. No matter the challenge, she approaches every customer interaction and every team collaboration with a bright outlook and a genuine willingness to help. Madaline's ability to maintain a cheerful and constructive presence, even when things get tough, is a testament to her professionalism and dedication. I am glad she is a part of our Hermann team!"



Adrian Hurgoi

Adrian Hurgoi, our VP of Finance Operations, stumbled into logistics and never looked back. "Adrian's story is refreshingly honest: "Short answer is I fell into it by wanting to help out a business that wanted a partner who would help them manage finance." What keeps Adrian excited about work? "The people I work with, the challenges, the fast pace, and the fact that each day can bring something different that engages our thinking and growth." If you've worked in logistics, you know exactly what he means. One day it's budget forecasts, the next it's

financing electric trucks. Boredom isn't really an option. Adrian's highlights range from company events and community involvement to being part of groundbreaking initiatives, like taking possession of one of the first Class 8 HD electric trucks and securing over \$5 million in grants for zero-emission projects. Adrian shows what we love about our team: people who aren't afraid to dive in, learn on the go, and find ways to grow. Whether he's working on sustainability initiatives or hitting the golf range, he brings energy and authenticity to everything he does.



Andre Mottas

Andre Mottas is a proud company Driver at Hermann, carrying on a family legacy in the transportation industry. Coming from a generation of truckers, Andre learned early on that this career path offers more than just a paycheck—it's a way to build a solid living and provide for those who matter most. "I had family members that made a living for themselves doing this," Andre explains. "It's a good living to take care of my family." Andre has invaluable advice for anyone new to the trucking industry. "Have a lot of patience on the road," he emphasizes. "Be courteous to your fellow truck drivers, everyone's trying to do the same thing: get home safe." This philosophy of mutual respect and safety-first thinking exemplifies the

professionalism Andre brings to his work every day. Outside of his driving career, Andre runs a mobile detailing business, which he describes as "a stress reliever." His approach to life is guided by powerful wisdom he once received: "Take responsibility, understand that your life is your responsibility and that includes your actions, choices, and happiness." When asked about his favorite memory at Hermann, Andre fondly recalls the company's holiday party, a testament to the strong sense of community and appreciation he's found here. Andre's dedication to his craft, his family-first values, and his commitment to safety make him an outstanding member of the Hermann team.