



Our O'Fallon, IL location has been serving the greater metro-east area since 1992. The business has steadily grown in that time. "It doesn't seem possible it has been 26 years since we first opened this office," said Mike Ligibel, General Manager. When asked what he feels has contributed most to their success, Mike said, "It's our people and lots of hard work! We have a good mix of veterans and younger drivers and movers. Of our O'Fallon based drivers, Nick Gedris started in 2006, Larry Dean in 2007 and Lee Boswell in 2013. That level of experience pays off when getting the job done and in guiding the younger crew members. Our O'Fallon warehouseman, Daryl Wagner, started with Dodge in 1991 as an owner operator. His vast knowledge and expert skills are critical to our operation. Daryl is my "right-hand man", Mike added.

Mike Ligibel is a veteran himself, as is Paula Miller, Office Administrator and Move Coordinator. Paula started as a packer and kept moving up in the organization. She just celebrated 20 years with Dodge! In addition to her office management duties, Paula is a Heart of Quality winner for her excellent move coordination skills. "As far as business goes, we just entered the first year of our third installment of a 5 year DPM agreement with Scott AFB," Mike said. "We have a good relationship with the base and we work hard to maintain it", he continued. "The DPM agreement provides year round work. The O'Fallon office is responsible for all local, inbound and outbound shipments at the base. It is a challenge during peak season, but we are very happy to have the work in when business slows in the fall and winter", Mike concluded.

Another key part of O'Fallon's continued success is Beth Goetluck, the salesperson who works from the O'fallon office. Beth joined the Dodge O'Fallon Team in March 2012. "Through the years Beth has proven to be a very hard worker and steady booker," said Sandy Cowles, Manager of Sales. "Beth has set criteria for working with her customers: be on time, answer questions, give helpful tips, and treat the customer as you would want to be treated. Obviously, this plan has worked for Beth. She is a winner of Mayflower Transit's exclusive Master's Club for 5 consecutive years. She continues to be a key person to Dodge's overall sales numbers and customers as well." Sandy concluded. Congratulations to our entire O'Fallon Team. You continue to do an amazing job!.



**Strong team + hard work + dedication = SUCCESS**

# DODGE NEWS

## Long Time Dodge Owner Operator Retires



**Ray Terran** Owner Operator for Dodge since 1993 retired at the end of August. Ray was a 1 or 2 rated driver his whole career. He had a customer service rating of 98.2%. “Ray was the “go to” driver for VIP customers over the years”, said Interstate Dispatcher, Matt Kilian, customer’s would request Ray if they moved again”.

Ray was Van Operator of the Month many times and won numerous Safety Awards. Ray was friendly and so much fun. All of us at Dodge will miss him, but he promised to stay in touch. Ray retired in Colorado where he can indulge in his favorite pastimes of hunting and fishing. As you can see from the picture, he is getting a good start! Happy Retirement, Ray!



## Go Cards Day

Baseball fever is alive and well in St. Louis. For awhile this season hopes for making the post season were growing dim, but Cardinal Nation never gives up!

The Dodge team decided to have a GO CARDS Day to rally the team. Baseball themed food, Cards gear were all a part of the Cards Day. It must have worked, because the Cards are in the running again. Well ok, maybe Matt Carpenter’s Salsa and the new manager Mike Shildt may have had SOMETHING to do with the comeback, but it was a fun day at Dodge.



Watch out Cubs – we are coming!  
GO CARDS!

## New Director of Operations

Joshua White joined Dodge on Monday, August 6, 2018 as our new Director of Operations. Josh brings with him extensive transportation industry experience, especially in the areas of logistics, operations management, risk management and safety to name a few. Most recently he served as an Operations & Enterprise Account Manager for Transportation Insight and provided consulting and co-managed 3PL services within the grocery-retail industry. Prior to that Josh was the Operations Manager of Integrated Transportation Solutions with UniGroup.



Josh has been married to his wife Tammy for sixteen years and together they have two children, a son Colton (6) and a daughter Piper (3). When asked what he does for fun outside of work Josh says (laughingly), “I have no interests or hobbies because I have a 6 year-old son and 3 year-old daughter! But I look forward to the day when I can re-learn what interests and hobbies are.” We are excited to have Josh on the Dodge Team and look forward to working with him.

## Dodge Golfs For Charity



In 1973, a small group of Italian-American businessmen from St. Louis traveled to Milwaukee to play in a golf tournament benefitting Boys Town of Italy. When they returned home, they decided to put on their own charity golf tournament and the Italian Open Golf Tournament for Children’s Charities was born. The Italian Open donates 100% of funds to over 30 charities helping children and the elderly. Dodge’s operations team, Brad Nikirk, Craig Haley, Greg Ziegler and Matt Kilian braved the heat of 100 degrees to participate in the tournament. “It was a 4 man scramble and we came in 2 under par,” said Matt Kilian, Interstate Dispatcher. “We were certainly not the best, but we were not the worst either”, he continued. “It is a great event and it helped our charity. So even with the heat, all in all a good day” Matt concluded.

## SLU Vendor Fair



Kabrena Snipes, Sr. Manager of Marketing attended the Annual Vendor Fair at St. Louis University. The fair is open to all vendors with a preferred partner status. The events draws 400-500 people including faculty and staff. “SLU is a valued account and we have done a lot of work with them over the years. It is always a great opportunity to attend this event and meet with people to give them a better idea of what Dodge offers”, Kabrena said.

## Tom Linhares Elected to UniGroup Board of Directors



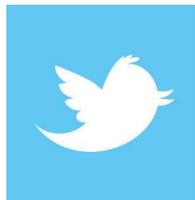
Dodge Executive Vice President and Chief Operating Officer, Tom Linhares has been elected to the UniGroup Board of Directors. Tom has been an advisor to the Board since 2012. In addition to his role as an advisor, Tom has been a part of numerous UniGroup Management and Board working groups including the UniGroup Futures Group, UniGroup Agency Collaboration Team and UniGroup Business Improvement Team. **Congratulations Tom!**

## Congratulations!

**5 of our Owner Operators received Honorable Mention for Van Operator of the Month!**



Like us on  **facebook**  
<https://facebook.com/DodgeMayflower/>

 follow us on **twitter**  
<https://twitter.com/DodgeMoving>

## Fun at Work

You spend about a third of your life at work..... WOW!! So isn't it about time we start having some fun with it? Here are a few fun ideas from our staff to yours!

### Tie up your co-worker!



### Decorate your work area



## ENTER TO WIN HERE!

S	A	V	A	N	N	A	H	T	S	T	P	S	E
O	E	N	U	K	W	M	P	E	W	O	P	A	H
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- WASHINGTON
- CINCINNATI
- BOSTON
- PHOENIX
- DALLAS
- MILWAUKEE
- PHILADELPHIA
- PHOENIX
- MIAMI
- CHICAGO
- SAVANNAH
- AUSTIN
- DENVER
- TOLEDO
- DETROIT

Email your completed word search to **Kabrena** at [ksnipes@dodgemoving.com](mailto:ksnipes@dodgemoving.com) to be entered in a drawing for a \$25.00 Visa gift card!

# CUSTOMER testimonials



They showed up with the Tractor Trailer right on time and brought six men. All of them were very respectful and careful with all of our belongings. Our house was loaded up in 3 hours and off loading took about the same amount of time. It's crazy seeing guys running back and forth from the house with 6 boxes in hand. Highly recommend this company! Well worth the money!

**- GREG C.**  
Residential move from Missouri to Illinois

We had 4 of the most considerate, expedient, professional movers I have EVER experienced. I did not expect the level of service and positive disposition they provided during my move. Each of the gentleman were considerate and helpful. I could not have wished for a more stress free move. They truly left me better than they found me. Thank you for EVERYTHING!

**- TRACEY C.**  
Local St. Louis move

My move went great. The crew worked hard and it was very, very hot. They were extremely courteous and professional throughout the entire experience. Thank you and them very much for such a great experience working with your company. We appreciated the continuous communication and prep work to make this an easy move.

**- DANA B.**  
Residential move from Missouri to Iowa

I just wanted to thank you for all of your help with our move. The 3 gentlemen you sent were absolutely wonderful. They were all very pleasant, kind, respectful, & of course did an Efficient & wonderful job of moving our things.

Thank you very much.

**- NICOLET.**  
Local St. Louis move

I would highly recommend Dodge Moving and Storage. From my first phone call to my last piece of furniture being placed everyone involved in our move were professional, courteous and above all careful. The 3 man team that moved our home were very careful with our belongings as well as our home. They moved quickly but ensured that our furniture, as well as our home, were always protected. We hope this is our last move but if not I will definitely use them again.

**- DEBORAH H.**  
Local Illinois move

## Employee Milestones



**Ann Adams**     **Jamey Crutchfield**

**Ann Adams:** [Celebrating 20 years](#)

Ann started out in local billing and has held several positions; coordinator, last mile delivery out manager, all leading up to her current position as Logistics and Distribution Manager. This is a huge responsibility some of her accounts are Boeing and U.S. Cellular, but Ann is up to the task! When not at work Ann likes to do things with her family. She and her husband Chris, have 2 girls, ages 21 and 17 and just recently celebrated their 25th anniversary with a trip to Maine.

**Jamey Crutchfield:** [Celebrating 5 years](#)

Jamey came to Dodge 5 years ago as a driver, but spent the first few months as a helper working with the crews. After about 3 months learning the Dodge system, Jamey became a driver and crew leader. When not at work Jamey likes spending time with his fiance Tracy and his sons, 21 & 19. They like camping, fishing, doing anything outdoors. He also likes to cook. Who knew? Now we know who to call on for the next company Food Day.

## BUFFALO POPCORN

A  
*Rachael Ray*

RECIPE

Just in time for football season a quick and tasty snack for watching the game.

- 4 tablespoons butter**
- 1 1/2 teaspoons hot sauce**
- 1 tablespoon honey**
- salt**
- 12 cups popped popcorn**

In small pan, melt butter; whisk in hot sauce, honey and 1/2 tsp. salt. Place popcorn in large bowl. Drizzle with butter mixture; toss and season.

