

DODGE SPOTLIGHT

Announcing: Mayflower Van Operator of the Year!

Dodge's Owner Operator Danny O'Connor Jr. has just been awarded Mayflower's coveted Van Operator of the Year award. The award recognizes his excellent performance in the areas of customer service, claims and safety. There are more than 1,300 van operator professionals in the Mayflower network, and O'Connor was one of the three winners this year. Mayflower presented the award at the company's recent award ceremony held this March.

Following in his father's footsteps, Danny has been dedicated to the trucking industry for the last 12 years. His drive and passion are showcased through his exemplary professionalism, customer service skills and a keen eye for detail. When asked about winning the award, O'Connor was most excited to tell his father. "My father has been a van operator for the past 40 years, and I believe this is his last year, so being named Van Operator of the Year couldn't make me any happier."

Danny is rated the highest one can achieve across the board: claims, customer service, updating, and safety. He has received zero safety points since joining Dodge in 2017 which is a feat by itself. His customer surveys have come back over the years with only positive things to say and he always goes above and beyond to do his job. During his time off the road, Danny spends time in his hometown of Cincinnati, Ohio, with his wife and five children. Mayflower's Van Operator of the year award began in the late 1970s to recognize the men and women who sacrifice so much for a life on the road and who help other families through one of the most stressful times in their lives.



Pictured with Danny is Interstate Operations Manager **Matt Kilian**



CLICK HERE TO WATCH DANNY O'CONNOR'S VIDEO

In This Issue:

- Mayflower Van Operator of the Year

- Award Winners

- Noteworthy Moments

- OMA Sales Summit

- Dodge Donations

- Reasons to Use Dodge - Customer Testimonials



NEWS & AWARD WINNERS

Mayflower Silver Certified Move Coordinator

Congratulations to Kabrena Snipes for being designated a Mayflower Silver Certified Move Coordinator! Kabrena has earned this designation by completing move coordinator course requirements as well as demonstrating her dedication to providing her customers with a positive moving experience. She has over 26 years of experience with Dodge and brings a wealth of knowledge to her role as a move coordinator. Kabrena had this to say when receiving this certification: "Thank you for acknowledging my work and inspiring me to strive for excellence." We appreciate all you do for Dodge and our customers Kabrena. We're so proud of you!



Congratulations Beth Blankenship



Congratulations to Beth Blankenship on achieving rank #4 out of all Mayflower and United Value-Added Sales reps for 2023! This achievement does not come without a lot of hard work and dedication. Beth was also included as a panelist during the APEX sales call back in Nov. She has been named in the top 3 Value-Added Sales Reps for 5 out of 6 months in the latter half of 2023 and hit #1 in January right off the bat in 2024!

Beth's dedication to service and customer-first attitude helped her achieve the Master's Club designation for 10 out of the last 11 years. The Master's Club is a designation for any United or Mayflower sales agent who has reached \$450,000 or more in billed linehaul revenue. Our Dodge family is so proud of her and everything she has accomplished. Congratulations!

Vanliner ~ Driver of the Year Award Winners

There were no surprises to our Dodge team that Mark Henson & Kristiina Moore (*pictured top right*) were one of the award recipients for Vanliner's 2023 Driver of the Year Award. Mark and Kristiina are always eager to assist their fellow Dodge drivers along with always continuing their education of any changes or updates to the many programs a Van Operator needs to manage to stay in compliance. Mark and Kristiina ended the year with a perfect Safety Performance Rating (SPR), hauling 40 plus shipments, maintained a #1 Driver Rating, and a .15 Claims Ratio. Great job Mark and Kristiina!



Owner Operator Danny O'Connor Jr. (*pictured lower right with safety manager Regina Beach*) is also a recipient of Vanliner's 2023 Driver of the Year Award. Danny definitely fit the criteria with his high level Safety Ratings with both Mayflower & Dodge. We welcomed Danny into our fleet in 2017. Danny has carried a PERFECT Safety Performance Rating through out his tenure with Dodge and always carried a 1 rating with Mayflower Transit during this time as well. Let's not forget about him being awarded with Mayflower's Van Operator of the Year! Congrats Danny. We're proud of you!



This award recognizes driver's outstanding performances, safety, services, and commitment to the company and the customer.

Milestone Anniversaries

Troy Schmittling: 15 years
Driver/Mover/Packer
O'Fallon, IL location



Tyler Uelk: 5 years
Central Receiving Coordinator
St. Louis, MO location



Anthony Smith: 5 years
Driver/Mover/Packer
St. Louis, MO location



Welcome new Owner Operator: Chris Ivy

Chris Ivy has been in the industry for over 25 years and learned most of his talent from his dad, Don Ivy, who was an owner operator at Dodge for 7 years. Chris is married to Sabrina and they have 2 children; Collin who is 16 and Emma who is 19.

Outside of work, Chris likes to work on project cars, tinker in the garage, and spend time with the family. Please help us welcome Chris to the Dodge Family. We feel like he is a strong add to an already talented fleet.

UniGroup H.R. visit

This March, Dodge Management welcomed the H.R. team from our parent company, UniGroup. They spent the day meeting in our conference room then toured the warehouse and our newly renovated office space until lunch was served at 11am. After lunch, the team was whisked away to go tour our commercial warehouse space in Hazelwood.



OMA Sales Summit

Commercial Sales & Operations Supervisor Andrew Clerc recently attended the OMA Sales Summit in Scottsdale, AZ, along with Dodges' COO Tom Linhares. Andrew had this to say about the event: "This was a pivotal experience for my growth as a

future leader in the relocation industry. I grateful to OMA for providing the opportunity to network with over 125 business professionals and fostering connections that are invaluable for personal and professional development. The summit underscored the importance of exchanging best practices within the industry and implementing them both individually and within our company. Understanding the role of a salesperson as a trusted advisor resonated deeply with me – it's not just about making a sale but being a dependable guide for clients through every step of their relocation journey."

Being a part of OMA, the most powerful global relocation workplace solution platform, fills us at Dodge with pride. Each partner's contribution across the globe is instrumental in paving the path that is forever changing the landscape of the workplace. As a single source provider and solution for all workplace transitions, OMA embodies excellence and innovation, setting a standard for the industry. Through collaboration and dedication, we continue to redefine workplace solutions, driving forward progress and success for our clients worldwide.



DONATIONS

Loving Tree

This March, Dodge concluded our Loving Tree campaign. Our team members collected kitchen utensils, small appliances, and linens for Home Sweet Home. OA/DA & National Account Coordinator, Kabrena Snipes (*left*) and International Coordinator Lea Walker (*middle*) delivered everything over to Home Sweet Home's warehouse and met with their development coordinator Corlena (*right*). The mission of Home Sweet Home is to give under-served families a sense of pride and to improve the quality of their lives by providing basic household furnishings.



When moving with Dodge, we are happy to donate items you cannot take with you on your journey, and they'll get to help families right here in the Saint Louis area! To learn more about Home Sweet Home and the amazing things they are doing for our community, visit: <https://homesweethomestl.org/>




Souper-Bowl ~ Move for Hunger



This past February, Dodge employees collected canned and non-perishable goods during our Souper Bowl celebration. In just over one week, we collected 54 pounds of food for Move For Hunger and the St. Louis Area Foodbank. That's just about 45 meals for our community! Our National Account Coordinator, Kabrena, headed it up and took the box over to the foodbank. Just one more way Dodge loves to support our community!

CUSTOMER TESTIMONIALS

Here's what our clients are saying about Dodge Moving & Storage:


"We will be sure to call Dodge again for our moving needs based on how happy we are with the services provided by Lloyd and Demetrius."

Bonnie D.



"Lloyd, Robert, CJ & Jeremy did an amazing job today! Our printing press weighs a ton, but they were careful and fast."

Cora W.



"Jeremy Long and his packing crew in Albuquerque did an excellent job with packing and loading into a van first, then loading into the truck."

Kim W.



"They are always doing their best to help when we need them, even in a pinch. They are quick to get the job done in a professional manner."

Sherri



"Beth the estimator was very pleasant to work with and answered any and all questions! Amanda the coordinator had all the answers to the details of the move."

Oscar M.



"Lloyd, Corral, Donnell, and Mr. Robert were the best movers I have ever seen!!! They are extremely professional, knowledgeable and considerate."

Lorna T.