



Sales and Service Update Summer 2011

SERVICE, SATISFACTION, SUCCESS!

FROM YOUR SALES AND SERVICE TEAM!

The summer of 2011 has had similar patterns of past ones in terms of hot summer weather, higher volumes in the many areas of services that we provide the stretching of our resources, staffing challenges with vacation and statutory holidays. All of our team members have done and continue to do an excellent job at moving our customer's products through the food supply chain. The positive interaction with our customers and all of our staff has been very helpful.

We have a committed staff of sales professionals to serve our customers, and each other within the Erb Group. Our team handles Erb Group sales development in specific areas as well as some within specific operating units.

OUR SERVICES

The Erb Group of Companies provides a variety of services through our operating units.

Erb Transport Limited provides Direct Store Distribution, Less than truckload and Full Truckload for ON, PQ and MB.

Erb International provides Less than truckload and Full truckload service between Canada and the US and with in Canada.

Erb Transportation Solutions Inc. provides dedicated, courier, just in time and expedite services with temperature controlled vans and straight trucks.

Erb Cold Storage provides inventory and order pick services

Erb Logistics provides help with our truck assets in handling cross border business between Canada and the US.

K-DAC, our most recent addition, offers some specialized services with white glove dry furniture offerings, temperature control for Less than Truckload and Full Truckload moves in Ontario – Québec; between Ontario and Western Canada; and between Canada and the US. K-DAC also offers hazardous control service.

We value the business of all our customers, whatever length of time we have had the privilege of being your transportation service provider in the food supply chain.

Please contact your Account Manager or me with any questions or comments. We would also be happy to answer any questions you may have regarding supply chain transportation and/or warehousing. We are here to help you!

All the best,
John Jutzi
Vice President, Sales
jjutzi@erbgroupp.com

OUR SALES TEAM

ADAM JANTZI – ajantzi@erbgroupp.com
> Southwestern Ontario, based in New Hamburg

ALEX DODDS – adodds@erbgroupp.com
> The Greater Toronto Area, based in Mississauga

PHIL PASSARELLI – ppassarelli@erbgroupp.com
> The Greater Toronto Area, based in Mississauga

TERRY WOODY – twoody@erbgroupp.com
> The Greater Toronto Area, Barrie, and North Bay, based in Mississauga

BILL BRESEE – bbresee@erbgroupp.com
> Eastern Ontario, including Trenton, Ottawa area and some National Accounts in Montréal, based in Vaudreuil

LISETTE LADURANTAYE – lladurantaye@erbgroupp.com
> Québec, based in Vaudreuil, PQ

WAYNE BAECHLER – wbaechler@erbgroupp.com
> Western Canada, based in Winnipeg, MB

GERRY ERB – gerb@erbgroupp.com
> Sales are part of his responsibility as Terminal Manager in Thunder Bay, ON

WAYNE STOCK – wstock@erbgroupp.com
> Sales along with his duties as General Manager for Erb Transportation Solutions Inc. (Erb-X)

SCOTT LEIS – sleis@k-dac.com
> Sales Manager K-DAC unit



**Punctual. Cool.
Flexible. Reliable.**
Erb delivers the goods.

We are the experts in
temperature controlled,
time-sensitive
food transportation.

- Truckload
- Store Door Distribution
- Less Than Truckload
- Cold Storage
- Courier/Expedite
- Dedicated Services

HACCP Certified

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The Erb Group of Companies

290 Hamilton Road, New Hamburg, ON N3A1A2

Toll Free: 1-800-665-COLD (2653) • Fax: 519-662-3316 • www.erbgroupp.com