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**OFFICE PHONE: (503) 968-2080**  
"Full service 3PL managing all your transportation needs."

**CRITICAL MEMBERS  
OF THE STRATEGIC  
TRANSPORT TEAM**

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Operations**  
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**Operations Specialist**  
Phil Stone

**Sr Mgr. Business Dev.**  
Joel Mandel

**LTL Account Manager**  
Shimmi Munson

**Accounts Payable**  
Debbie Cole

**Operations Specialist**  
Angel Gonzalez

**Director of Sales**  
Dennis Foster

**Intern/ Newsletter  
Publisher**  
Aubrie Havener

STI Mission

Strategic Transport Inc. is a third- party logistics company committed to providing our customers with premier service. With the benefit of personalized one on one service, STI is dedicated to understanding our customer's need. We've positioned ourselves to meet the unique needs found within our industry by establishing relationships and networking with dependable carriers throughout the United States, both with Truckload and Less Than Truck Load carriers. We take great pride in being a family owned and operated transportation broker, utilizing excellent carriers with fleets of vans, reefers, flatbeds, step- decks and specialized units.

Community Platforms

It is our hope that this newsletter becomes a resource that provides not only a sense of community, but also provides information which strengthens us all. Your needs are STI's goals! In this spirit, we have created social media platforms such as Facebook, Instagram, and Twitter to enhance the communication between us all. We seek to improve so that we can be more efficient in helping you. Please visit us at our social media platforms as well as emailing STI at [Aubrie@shipsti.com](mailto:Aubrie@shipsti.com) to provide us with this information.

**Links- Social Media**

*Friend us with Facebook at*

<https://www.facebook.com/StrategicTransport/>

*Friend us with Twitter at*

@Strategic\_Trans

*Find us on Instagram at*

@Strategic\_Trans

## Founders profile



In last month's first edition of STI's news- letter, we highlighted all the team players for our partners to learn a little about each critical member both personally and professionally. This month we would like to highlight and acknowledge our founder, Brian Stone in hope to share how we started, a glimpse into the journey and so our partners can witness our shared core values. The origin of a company is always just as fascinating as the future vision. Brian began his career as a traffic manager for a billion dollar pharmaceutical company in California called Pharmavite in 1975. He soon discovered he wanted to get into sales and

took a position with a freight forwarding company in Portland Oregon called Coast-Car Loading which consolidated LTL shipments and placed them on the rail. From there he moved on as a sales rep for Consolidated Freight Ways where he worked from 1987-1998 being promoted from account manager to sales manager to terminal manager. After much achievement he decided to further his career and take his shot at becoming an account manager for a third party logistics company. Brian's true passion has always been sales, so success followed and in 2001 he decided to open up his own third party logistics company, Strategic Transport Inc. We wanted to capture and highlight his vision and experience in creating STI:

### Questions + Answers

- **What are your most important business values?**

I believe building strong relationships off of trust, honesty and loyalty as well as building on common goals, service and cost management are all essential business values to have.

- **What are the core principles that you build STI on?**

When I built this company, I sought to provide for my employees by creating a healthy work environment. I also promoted delivering personalized and localized customer service to costumers, uncommon for large carrier organizations.

- **What was your original vision for STI?**

My first vision of the company was a self- employed business owner with the ability to make my own decisions. For my costumers, I want to provide valuable service and help costumers save for facilitate freight.

- **How has your vision evolved as the company grew?**

As of today, STI is run by a current 8 employees, starting at just 1 employee myself and my children are running the business that has continued to be financially stable. We have also been able to increase our carrier base to handle multiple logistic needs and to enhance our operating systems to manage the business.

- **What were the challenges for you in starting your company?**

Some of the largest challenges I've faced were building relationships in a competitive environment and convincing costumers that third-party logistics company was a viable option. Maintaining adequate cash-flow to sustain operational costs was also a challenge.

- **What accomplishment are you most proud of?**

I'm proud of the fact that we've been in business for 15 years and have sustained relationships with those same customers throughout the years. I'm extremely proud that STI remains a family business, with my children running the company.

- **Where do you see the company in 10 years?**

STI will remain a family owned business with an increase in brand recognition. As well as with expand sales capabilities to provide a secure working environment for the employees while growing the business profitably.

### Partners Spotlight

We had the opportunity to interview Kerry, the operations manager at API International Inc. There we father confirmed why STI is highlighting this partner and their work! Different from now, API began as an Export company for tea. However today, they "maintain a stock of flanges in a variety of alloys, rubber expansion joints, valves and various other pipe fittings for the HVAC, Irrigation, Exhaust, Process, Water Works, Mining, and Power, Tunneling, and Communication Tower industries.". Despite the company's drastic shift in product, API has consistently remained a family owned business, where even employees who were not part of the founding family are made to feel welcome and included. We then had a chance to observe the warehouse staff in action and saw how this family ideal functions in the workplace, as everyone here works together to create an effective working environment!

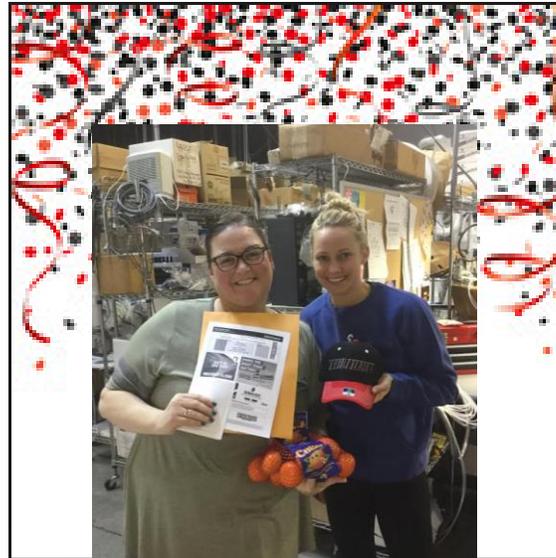
An additional highlight of API is the great work they do for their community. API often donates textiles, such as blankets, towels and socks to charities. They also sponsor T-ball and soccer teams so that local children can have an outlet.

The entire team at API takes pride in providing customers with same day delivery while keeping inventory of both domestic and imported materials! They have also recently expanded their fully capable machine shop to 850 square feet, enabling them to perform exceptionally detailed and intricate custom jobs.

Strategic Transport values API for Kerry's patient follow through, and consistently allowing us to work to save her money while sustaining or improving her service standards. She on the other hand states that she appreciates our "response time, the follow up, and the very cool people" at STI.

Raffle winner!

Angie &  
Tiffany  
at Easy  
Bar Won!



Blazer  
Package!!!

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[STIDISPATCH@SHIPSTI.COM](mailto:STIDISPATCH@SHIPSTI.COM) FOR ALL PICKUPS AND  
OPERATIONAL QUESTIONS- so we all can help.