

THE HERMANN CAB

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HISTORY OF THE HERMANN CAB

**EXTRA, EXTRA!
READ ALL ABOUT IT!**

The Hermann Cab is Back and on the Move!



When the first edition of the Hermann Cab came out in 1950, the goal was to include all employees, customers, and friends of the company in business and industry news. Specifically, the newsletter featured special pieces like employee promotions, growth and business operations, and the 'Doc Haul' comic strip, among others. And of course, every edition had a section on Hermann Forwarding Company's operating statistics which highlighted monthly or quarterly sales, tonnage, and operating ratio or shipments. All in all, it was a great piece to transparently bring the company, transportation industry, and the communities it served together.

With this edition, we're reigniting the Hermann Cab legacy. We'll still feature all the current company news and industry commentary that previous editions addressed – while showcasing our transformation and future initiatives since those early days. Hermann Services, Inc. has grown tremendously since the first edition of the Cab, and as we now celebrate our 95th year in business, we look forward to sharing our family-owned and operated business with you once more and connecting with everyone who has made this legacy possible.

TRANSPORTING FAMILY VALUES – FROM 1927 UNTIL 2022

The Great Atlantic & Pacific Tea Company, later known as A&P, was a booming and slightly revolutionary grocery store in the early 1900s. Known for low prices, quick product rotation, and fresh produce, the store carried the staples Americans needed – including watermelons. After purchasing their first White truck in 1927, Fred J. and Myrtle Hermann launched the Hermann Forwarding Company and delivered watermelons to The Great A&P Supermarket. And thus, a legacy was born.

The next few decades saw a diversification of clients and assets for the company in the Northeast United States as an LTL carrier.

More trucks were added to the rotation, and clients such as Union Carbide (Dow Chemical) and Johnson & Johnson utilized Hermann Forwarding Company's dedicated carrier services.



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95 YEARS – THEN VS. NOW

This year marks Hermann Services' 95th year in business. Our long, rich history has been filled with family-owned and operated values, integrity to our customers, and dedication from our employees. But, a lot can change in ninety-five years, and reminiscing on our history has sparked reflection on changes the transportation and supply chain industries have also seen over this time.

Take, for instance, our first truck – aka Old Timer. Manufactured by Cleveland-headquartered White Motor Company, the Old Timer had bench seating for two to three people, no doors, and a wooden cart in the back – where the first loads of watermelons were stored and transported. By comparison, today's Freightliner Cascadia series tractors are energy efficient and outfitted with technology for safe operation that includes lane departure, collision avoidance and blind spot awareness, tractor status and satellite tracking, and in-cab views.

While there have been countless developments within the automotive industry, each new upgrade of Hermann Transportation vehicles has added layers of safety, efficiency, and environmentally friendly considerations. In fact, our commitment to using younger machinery and ensuring they're constantly well-maintained has earned us SmartWay Affiliate status – but it doesn't end there. By 2023 we have a goal to launch a Freightliner eCascadia: a zero-emissions, electric powered semi-truck. With safety as one of our corporate values, we wouldn't dare to look backwards on all the changes that have helped us protect our drivers and deliveries.

However, if you're hankering for a piece of history, our refurbished Old Timer will soon be on display in our South Brunswick office on Distribution Way!



HISTORY OF TRUCKING IN AMERICA²

1920

Diesel engines improve fuel efficiency. Trucks and trailer sizes standardized and come with power assisted brakes and steering.

1933

The American Trucking Association founded by merging the American Highway Freight Association and the Federated Trucking Associations of America.

1956

President Dwight D. Eisenhower signs the Federal-Aid Highway Act and authorizes the construction of the 41,000-mile Interstate Highway System.

1959

Volvo invents the three-point seatbelt.

1967

Department of Transportation created.

TRANSPORTING FAMILY VALUES *(continued from page 1)*

As the Hermann fleet continued to grow, so too did the need for communication. Up until this point, drivers en route had to spend time finding parking and a telephone to communicate with terminals on the status of their arrival and if any issues arose on the road. This all changed in the 1950s when Hermann applied with the FCC for radio service. Then in 1959, the company started the construction of its South Brunswick facilities.

Still providing excellent service and growth in the Northeast, the 1960s saw a new rise of management. The sons of Fred J. and Myrtle Hermann – Richard W., Albert, and Fred Hermann – led the company, launching the Leasing and Warehouse divisions which inspired the concept of Total Distribution Service. By 1969, Hermann Services operated harmoniously as a family of companies.

With three divisions up and running, Hermann Services, Inc. rapidly expanded throughout the Northeast and Mid-Atlantic in the 1970s, and the third generation of Hermanns – Richard J. "Dick" and Dennis W. – joined the corporation, eventually stepping into management roles in the 1980s.

Also in the 1980s, Hermann's customer, Union Carbide, spurred the company to expand their transportation and warehouse offerings into the Houston, TX market – where they can still be found today.

Technological and manufacturing advancements in the 2000s allowed Hermann Services to further upgrade its tractors. These

Class 8 vehicles became more streamlined and energy-efficient, allowing the company to gain EPA SmartWay™ affiliate status with the goal of reducing transportation-related emissions. Qualcomm Fleet Management was also added to all vehicles, and drivers and driver managers benefitted from the data logging and tracking capabilities in this system.

In 2015, Jeffrey Hermann, then the Executive Vice President, and Hermann Services were awarded the South Brunswick Township Economic Development Committee Humanitarian Award. The company's work through their charitable arm, HermannCares, contributed to this award through partnerships with Toys for Tots, Hugs for Brady, the National Multiple Sclerosis Society, and specifically for this award, the South Brunswick Food Pantry & Adopt a Family. Then in 2017, Jeffrey Hermann won a Community Leader of Distinction award from the Middlesex County Regional Chamber of Commerce, recognizing how his and Hermann Services' activities made a difference and improved the quality of life for people in Middlesex County.

Unsurprisingly, the last twelve years have seen nothing but more positive growth for Hermann Services. Today the company maintains a fleet of two hundred tractors and seven hundred trailers, six warehouses, and a comprehensive network of supply chain services throughout North America.



Warehousing services have also seen a number of transformations since they were originally constructed for the storage of surplus food and emergency goods. Developments such as pallet racks for vertical storage, barcode scanning, and inventory tracking systems improved space and conditions for products in warehouses. Now, no matter how many items were in the warehouse, they could be stored strategically and tracked for future distribution. The industry jumped forward again when Walmart opened its first distribution center and, later, the first cross-docking system.¹ Products could flow from warehouses easier and faster with these changes, reshaping the whole structure of the supply chain to where it is today.

These two pieces were only small sections of the industry in which Hermann Services, Inc. was growing. The timeline below highlights other developments in the transportation and logistics industry that contributed to Hermann's success and safety.

¹Zimmerman, Daniel. "A History of Warehouse & Inventory Management Systems." *3PL Central*, July 16, 2020, www.3plcentral.com/blog/a-history-of-warehouse-inventory-management-systems.

1975

The first truck stop (Petro) built at the intersection of Horizon Boulevard and Interstate 10.

1981

The maximum gross weight limit of 80,000 on interstate highways adopted by all states.

2000

Federal Motor Carrier Safety Administration (FMCSA) established.

2020

10.23 billion tons of freight transported by trucks (72.5% of total domestic tonnage shipped.) 3.97 million Class 8 trucks in operation.³

2021

Trucks move roughly 72.5% of the nation's freight by weight.³

²"History of Trucking in America." *Freightech*, August 13, 2021, www.freightech.us/history-of-trucking-in-america/.
³"Economics and Industry Data." ATA, www.trucking.org/economics-and-industry-data. Accessed July 7, 2022.



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WHAT COMES NEXT FOR HERMANN SERVICES?

By Jeff Hermann, President & CEO

It's not every day that a company reaches ninety-five years of successful business and growth. Recessions, the Great Depression, economic hardships and impacts from World Wars, and even the recent COVID-19 pandemic have caused many organizations to drastically shift their businesses, or even shutter their doors forever. But Hermann Services has worked through every challenge thrown at us and seized opportunities to establish ourselves and remain a leader in today's industry.

When I look back at my great-grandparents' legacy, there's an immense sense of pride I feel for what they started. That first company truck sparked a legacy that now spans four generations, several terminals and warehouses, and hundreds of employees who have become a critical part of the Hermann family. And it won't end there.

We've got our eye on the future for many areas of our business. New warehouses and terminals, electric vehicles, and expanded service offerings all feature into our plans for the next five years. Providing our customers with integrity and value, however, will always remain at our core. We have seen great growth over the years, and a big part of what keeps us grounded and proud of our business is the fact that customers can pick up the phone and speak to any of our hundreds of employees who commit their careers to making Hermann great and providing top-notch service.

Hermann Services has come a long way from the first watermelons we hauled in 1927, and we look forward to everything that the next five years will bring as we reach 100 years in business – and then for many years beyond that.



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CELEBRATING OUR EMPLOYEES' MILESTONES

EST. 1927
OVER 95 YEARS
STRONG!

While we're celebrating a milestone in our company's history, we'd also like to acknowledge the employees celebrating milestones with us this quarter.

1 YEAR

Marquis Brown
Emily Collings
Benjamin Drandakis
Craig Ferree
Jasmine Figueroa
Juan Gatica
Lawrence Johnson
Brian Kampo
Kary Lauderdale
Aleida Lebron
Rene Lopez
Gavin Mazzaglia
Steve Mischke
Amanda Soares
Carlos Sotolongo
Brandon Swartz
Shaun Thomas
Olyn Toledo-Torres
James Toney
Corey Vizina

2 YEARS

Anthony Hubbard
Kelvin Maeweather
Mohammed Alsudani

3 YEARS

Darnel McCall
Michael McNeary
Shawn Ressler
Denise Wright
Vincent Vizina

4 YEARS

Joseph Lenox
Jerry Tharp

5 YEARS

Phillip Edinger
Dracy Hyman
Jill Jennings
Theophilis Yeboah

6 YEARS

Ivaylo Nikolaev

8 YEARS

Carlos Murillo
John Parris

10 YEARS

Vincent Tursi

12 YEARS

Oscar Luna

15 YEARS

Raymond Capella

16 YEARS

Jessica Spearnock

19 YEARS

Jeff Hermann

23 YEARS

Lillian Mifflin

25 YEARS

Wilfredo Suarez

26 YEARS

Rich Hermann

27 YEARS

Joseph Difedele

29 YEARS

Christine VanHise

34 YEARS

Richard Hayduck

38 YEARS

Lance Stout

41 YEARS

Chuck Capra

THANK YOU FOR YOUR YEARS OF SERVICE!