



The Erb Group of Companies

Autumn 2007

From Your Erb Sales Team

A message from the V.P. of Sales:

John Jutzi Tel: 1-800-665-2653



This summer had its challenges in executing consistent quality service in a variety of areas. We are well on our way to adjusting our distribution system to ensure that we provide our customers with the top-notch service that they require and have come to expect of Erb Transport Limited.

Sales Transitions:

Scott Mackillop, formerly an afternoon Operations Supervisor at our Toronto Terminal, has done a fine job in replacing Dale Bauman, who left us to become VP of an insurance company. Scott is a good addition to the team of Terry Woody and Alex Dodds in Toronto. In New Hamburg, Doug Waring, retired after almost twenty years of faithful service and was replaced by Adam Jantzi, who makes the transition from Pallet Manager to Account Manager seamless. Adam is doing a fine job in his new role, building positive customer business relationships in Southwest Ontario. Denis Renaud, our Quebec Account Manager, resigned to pursue other interests, which means that for the interim Bill Bresee is back to handling all Eastern ON and PQ sales. Peter Brown, based in Baden, continues to do good work in the Erb International Sales realm. Wayne Stock, based in New Hamburg, ably handles Erb Transportation Solutions Inc. sales.

As I have shared before, all Erb team members are involved in sales whether direct, indirect, internal or external.

We are all here to serve!

A bit about Erb Logistics

Logistics – “the management of the details of the operations”; while this is one dictionary definition, this word can mean different things to different people. Here at Erb International logistics means that we make sure every customer receives their freight in a timely fashion, no matter what it takes.

As our business has grown we recognized the need to fill service gaps when we did not have an Erb fleet truck available exactly where we needed one. In the 1990’s we began to successfully partner with other quality refrigerated carriers who could provide the same high level of service as our own trucks, so that we could give our customers uninterrupted service almost anywhere, anytime.



Richard Roth (foreground), Greg Roth (background)

Over the past ten years we have provided this value-added service for many customers who want their freight delivered with one phone call and no hassles. The volume of loads handled per month by this part of our business is between 200 and 300.

To date we have partnered with over 75 other carriers who help us meet the standards of service that Erb customers count on across North America. My colleague Richard Roth and I have over 60 years combined transportation experience; we are here to source professional solutions to your transportation needs.

Greg Roth
Logistics Manager

Our Service Commitment

As our customer, you may know that the Erb Group has a Mission Statement...but did you know that the Sales & Service Team has their own as well? This is our commitment: *We are here to provide exceptional service to our internal and external customers. Building and keeping business through consistent delivery on our word and reputation.*



Scott MacKillop and Adam Jantzi
The most recent members of our Sales & Service Team.



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