

StoneBridge **TRUCKING**

NOV 2021 | ISSUE 22

StoneBridge
TRUCKING

THANKFUL

INSIDE



THIS ISSUE

What is StoneBridge Thankful For
The Past, Present, and Future
The Process

THANKFUL

Every year most of us gather for the Thanksgiving Holiday in a somewhat similar fashion. We prioritize our time with family, eat too much of the same things, (for me it is my friend's high-calorie special recipe stuffing), and enjoy ourselves while feeling miserable from carb overload all at the same time. Importantly, the American Culture has pinpointed the Thanksgiving Holiday as one in which we reflect on everything we are thankful for.

Given the state of our country's mainstream media, this is often very hard to do. But if we turn off the outside noise, and the phones associated, we will look around this Thanksgiving and engage in conversation with those we love and trust. And hopefully, get a quick refresher course on why we have so many things to appreciate, count as blessings, and be thankful for.

We wanted to release this specific newsletter over the Thanksgiving Holiday weekend because it closely relates to the emotions in which many of us are luckily and fortunately experiencing. Like everyone else in the world, the last year and a half have been quite challenging for StoneBridge Trucking. You know exactly why. I don't need to write it. You have lived through it with us. But like everyone else, we have had to push forward, persevere, and as I like to say "*Cowboy Up*". That is exactly what we have done, but we have had a lot of help. **In this issue, I going to discuss who & what StoneBridge Trucking is thankful for.**

OUR TEAM

As I started writing this, I became somewhat emotional by looking at the words "**OUR TEAM**". We have the best collective group of **people, veterans, mothers, fathers, husbands, wives, grandmothers, grandfathers, sons, daughters, and AMERICANS** any company can ask for. Over the years, many have joined, been a part of, and then moved on from StoneBridge.

Their time at StoneBridge, whether short-lived or tenured, whether part-time or full-time, is a building block for the StoneBridge foundation and culture. They are a thread in the fabric woven for over 21 years. Today, our team consists of 25 members. This is our largest team ever, but they are also the most committed, professional, and qualified as we have ever seen. For our StoneBridge Team and family, we are thankful.

Behind the company are people.

*Know the people -
Know the person -*

OUR CUSTOMERS

As I mentioned before, StoneBridge was not the only entity to experience, be challenged by, and struggle through the last year and a half. StoneBridge proudly serves over 30+ different customers with geographical representation in Indianapolis, Cincinnati, Louisville, Marysville, OH, and everything in between.

We had many conversations with our customers in which we learned about their struggles. Sometimes it resulted in them not being able to utilize our services. We understand, and will always be committed to them as they adapt, adjust, persevere, and push forward. We will "*keep trucking*", and continue delivering to all 48 states. In the face of this pandemic, we could pat ourselves on the back and say "*You're Welcome*", but we look at it differently. For us to "*keep trucking*", our customers had to also stand up to adversity, thus allowing us to be their dedicated courier in a time of crisis.

Without them persevering and utilizing us during these times, StoneBridge would not have survived. Therefore, we are beyond blessed to have the customer base we do and want them to know how THANKFUL we are for them. To all of those who trust and utilize StoneBridge Trucking THANK YOU!!

"We are so appreciative of our customers. They are what allows us to grow and it is to my satisfaction that we are doing things right. Some have been with us since we started."

~ Butch Kennedy

THANKFUL

OUR FRIENDS & FAMILY

Nobody makes it in this world alone. Success is the product of a myriad of things. Hard work, education, commitment, honesty, integrity, and every other word you can "INSERT HERE" can be used to explain and understand the successful outcome a person, organization, or entity may experience. But regardless of the story you hear, experience, or read about, one thing always seems consistent: help was received in some shape, form, or fashion.

The StoneBridge Operations Center has been in place since 1999. Purchased in the early 90's by Butch Kennedy to house Stone Bridge Antiques and Collections, it eventually became the Dispatch Center and parking lot for the newly formed Stonebridge Trucking in late 99'. In 2017, as StoneBridge Trucking was starting to grow, friend, neighbor, and businessman Steve Hockaden approached Shane Kennedy about leasing his facility as he scaled down his operation. It was perfect timing. StoneBridge was growing and could no longer safely and effectively park at its current location.

By 2018, StoneBridge was leasing the facility providing ample room for operations and growth. In 2019, Steve understandably had an offer to sell that he and his wife could not refuse. This created an issue for StoneBridge. Where would they go? Steve's wife Jane expressed this concern first and foremost before agreeing to sell by asking "What about Shane"? It must be noted, they didn't have to do this. Shane Kennedy recalls the situation:

"They could have simply sold and moved forward with their lives, but they didn't. I understood their situation and would have done the same under the circumstances. With this, they assured me they would build another facility, keep their commitment, honor our agreement, and they did just that."

By late October 2019, StoneBridge had moved next door to the newly developed location. This ensured we had an accessible location to continue to work and grow.

"Steve and Jane Hockaden were an integral part in ensuring that StoneBridge had a home during the entire process. Their flexibility guaranteed our fleet always had a place to stay and we cannot thank them enough".

~ StoneBridge CEO

Shane Kennedy

Starting in February of 2020, the process of building our own home would begin and many others would help us along the way. **Kurt Comer, Jim Heger, Danny Lawrence, Larry Colson, The Napoleon State Bank, and our families** have been an integral part of us pushing forward. For everyone we have mentioned, and everyone we may have missed, WE ARE THANKFUL!!



The picture above was taken from the Summer 2018 StoneBridge Newsletter and represents what the future looked like then. Much has changed and we are thankful.

Past, Present, & Future of StoneBridge

2016 StoneBridge Parking Lot



PAST

As we have discussed, StoneBridge has experienced significant growth from 1999-2021. The majority of the growth took place after 2016 when Shane Kennedy joined to work with Garry Hadler. Regardless of the growth, Shane understands how that growth was possible:

"When I came off of Active Duty in 2016, I experienced many emotions when joining the company. I was excited, scared, insecure, and apprehensive. The company had been around 16 years. Despite it being very small, it had a successful track record and I didn't want to screw it up. With this, I reminded myself that the very things that made me nervous were also the things that should provide solace in giving it a shot. The company had a fantastic foundation. The customer base was small but committed to us. Garry Hadler was running the company, top to bottom, and had a wealth of knowledge. The driver pool was filled with experienced and professional drivers. I told myself, you can do this. Let Garry and the drivers teach you the aspects of the business you don't know. Assert yourself with new ideas in the areas you know you can help and improve."

In 2017, Shane would eventually take over the company as Garry deservedly transitioned into retirement and started making decisions. Specifically, he added assets to the fleet to support the new business. By the end of 2017, our fleet had grown from 7 total units to 10. Our trucks and vans were stacked on top of each other and we needed to move. Hockaden's facility was a perfect fit for the short term.

By Fall of 2019, the fleet had grown to 18 units, and the customer base had doubled. A long term solution needed to be found and thus, the search for a new StoneBridge home was on. After looking at many different locations and considering the options, a very distinct location was found.....ACROSS THE STREET. Butch Kennedy had long identified a patch of land that was for sale if we were interested. *"I knew they were interested in selling to us, and of course I loved the location, but I was going to allow Shane and the team to research all options so that we had as much information on the table before making this important long-term decision. I am thrilled this is what we settled on."* Owner—Butch Kennedy

In February 2020, a land purchase agreement was signed, and "The Process" of "Operation New StoneBridge Home" began.



The following is taken from a page of the Summer 2018 Newsletter discussing our transition to our then Operations and Maintenance Center. A lot has changed in 3 years and we are thankful.

SUMMER 2018

Past, Present, & Future of StoneBridge



The Operations & Maintenance Center will house up to 15 StoneBridge Box Trucks

In June 2016, Shane Kennedy had just come off Active Duty for the Navy and joined the StoneBridge Trucking Family when then Operations Manager Garry Hadler made it very clear in saying ***"We need more freight, more customers, and need to offer more capacity and services to our current customers"***. Having experience in sales, he hit the road. ***"I was confident I could sell StoneBridge and our services. That is by far the most important part of sales, believing in your product or service. My dad started the company, Garry and the team offered a fantastic service, it was up to me to find the people who would find value in what we offer."*** At that time in 2016, StoneBridge had 4 total box trucks and 4 cargo vans with a team of 7 total drivers. Kennedy remembers looking at the company and seeing its potential. ***"We were small but extremely efficient. We were averaging anywhere from 50-70 loads a month and we kept our business model simple. With this, I knew there was plenty of room for growth because our current customers were telling us."***

The consistent feedback he was receiving was as follows:

- More availability = more trucks and drivers
- More capacity = more weight
- More services = lift gates on the trucks

Based on this feedback StoneBridge has grown from 4 box trucks & 4 vans to 10 box trucks and 5 vans. They forecast adding an additional 4 - 5 box trucks for an overall fleet growth of **250%**. The StoneBridge Team has grown from 7 employees to 25 for an overall growth of **357%**. StoneBridge is now averaging 140-175 loads per month for a growth of **258%**. With this, the feedback remains the same . . . **MORE AVAILABILITY - MORE CAPACITY - MORE SERVICES.** ***"We are still hiring competent drivers who fit our model and are adding a LARGE TANDEM AXLE BOX TRUCK that can haul up to 20,000LBS. In two - three years, we hope to add full size 53ft trucks because OUR CUSTOMERS ARE ASKING US TO DO SO, both old and new."***



This growth requires space. We have now located our fleet and maintenance center to a new location only 1 minute away from the StoneBridge Headquarters and Dispatch Center. Kennedy is thrilled to lease this location. ***"This location came available at a perfect time and is owned by a good trustworthy friend of StoneBridge and my family. It has everything we need to support our growing operation and business model with 3 maintenance bays, storage area, and a cross loading dock."***

With this growth comes a high level of responsibility and an understanding of how the logistics industry works. Upon joining StoneBridge, Kennedy did his homework and found the #1 reason logistics companies fail is because they get too big too fast. ***"The economy is really good right now and our customers have been great to us. But we have to always be planning for when the economy begins to slow down. Our growth has been responsible and our outlook remains positive. We will strive to continue to support our customers for the long term."***



The Operations & Maintenance Center will have a dock for storage and cross loading needs.

OPERATION "NEW HOME" BEGINS

THE PROCESS

February 2020

The land was located and the land purchase agreement was signed. Knowing the land was in place, we had to confirm the land could be zoned and be legally utilized to support the operation

 Beacon™ Decatur County, IN



March 2020

Zoning request SUBMITTED and appointment scheduled

COVID-19 ROCKS THE WORLD



April 2020

Zoning Rescheduled due to Covid



May 2020

Zoning Rescheduled due to Covid



June 2020

Zoning Rescheduled due to Covid



OPERATION "NEW HOME" STARTS

THE PROCESS

July 2020

Zoning Rescheduled due to Covid



August 2020

Zoning BOARD meets to approve zoning request



September 2020

Bank financing paperwork submitted to purchase land finance project



October 2020

Bank board meets & approves the finance request



OPERATION "NEW HOME" BEGINS

THE PROCESS

November 2020

Commercial Development Project Appraisal
Scheduled



December 2020

Appraisal Paperwork Received by the Bank



January 2021

Loan Approved

&

Closing on land and purchase
agreement conducted



February 2021

StoneBridge has Groundbreaking News!!!!



OPERATION "NEW HOME" BEGINS

THE PROCESS

March 2021

Excavation Began

&

Would take place over the next 3 months



StoneBridge Trucking
Jun 15 · 🌐

Excavation is almost complete. The StoneBridge Maintenance, warehousing, and cross dock should be springing up soon!



OPERATION "NEW HOME" BEGINS

THE PROCESS

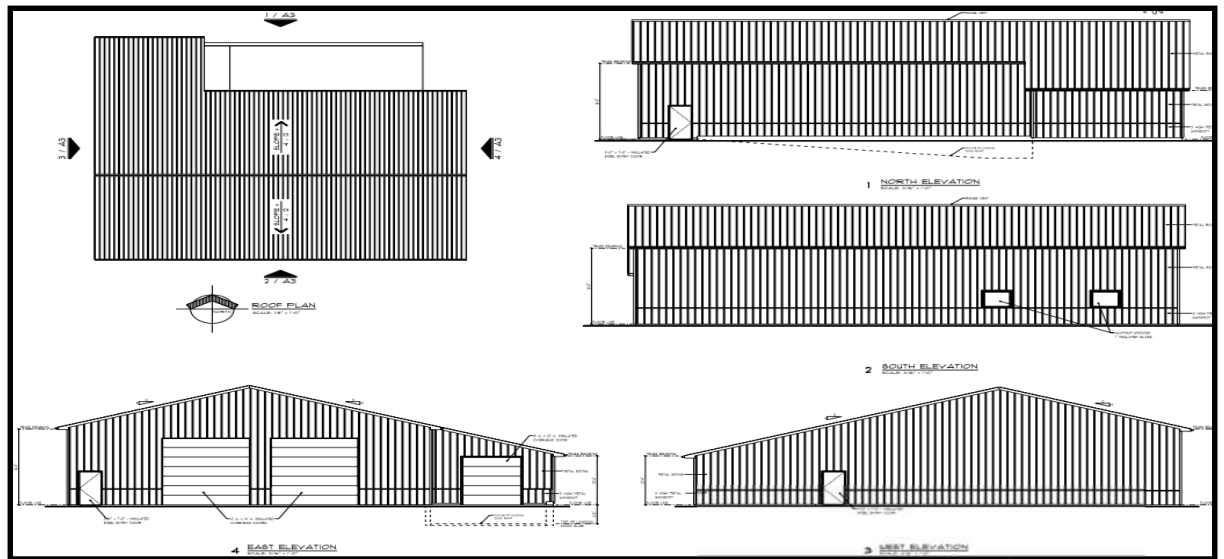
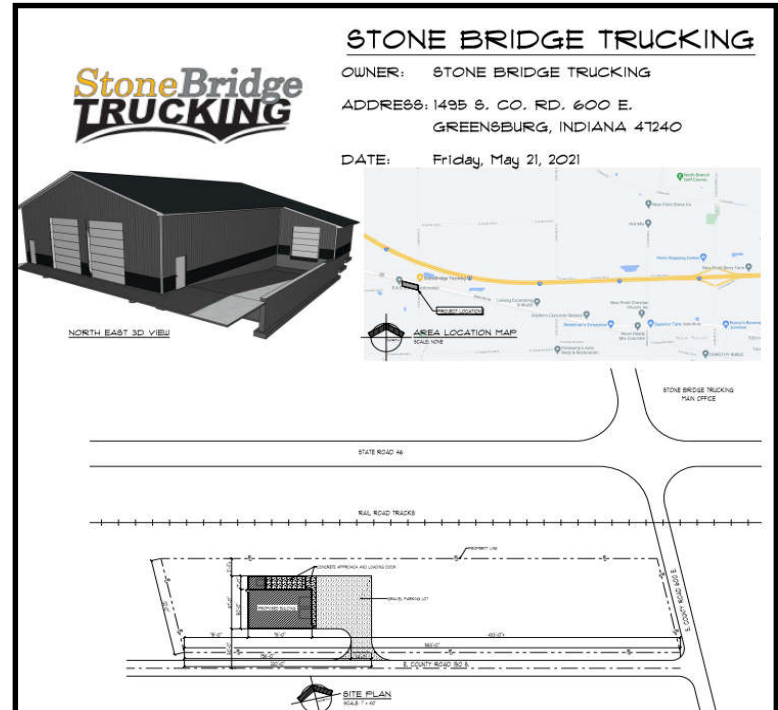
May 2021

Building Contracts

Signed

&

Plans Finalized



June 2021

Excavation Completion

Close, but mother

nature has other plans



OPERATION "NEW HOME" BEGINS

THE PROCESS

July 2021—A visit from US Senator Mike Braun who reviewed the construction site.



StoneBridge TRUCKING NEWSLETTER
Issue Number 20: Summer 2021

EXPEDITING AND SMALL LOAD TRUCKING

The NEW VOICE of Brock Bayless
Christmas in July: A NEW TRUCK for Terry Hogg

StoneBridge Trucking Proudly Welcomed US Senator Mike Braun

OPERATION "NEW HOME" BEGINS

THE PROCESS

August 2021



StoneBridge Trucking

Aug 26 · 🌐

There is Timber in the air at StoneBridge Trucking



StoneBridge Trucking

Sep 1 · 🌐

If you build it, the company will grow!!!!



OPERATION "NEW HOME" BEGINS

THE PROCESS

September 2021

Building
&
Frame
Constructed



StoneBridge Trucking

Sep 13 · 🌐

Ladies and gentlemen.....We Have Siding!!!



OPERATION "NEW HOME" FINISHES

THE PROCESS

October & November
2021

MISSION
COMPLETE

Certificate of Occu-
pancy Signed on 5
November 21

3 Years ago, discus-
sions began. After
18 months of work,
our new home is
complete.




Certificate of Occupancy

TO: STONEBRIDGE TRUCKING
FROM: DECATUR COUNTY BUILDING INSPECTOR
DATE: NOVEMBER 5, 2021 PERMIT #11237
(Pole Building)

This certificate certifies the building site listed below was inspected according to the laws and ordinances governing the Area Plan and Building Commission.

APPLICANT: STONEBRIDGE TRUCKING
ADDRESS: 5960 E. Co. Rd. 150 S.
Greensburg, Indiana 47240

Inspected by:  - Building Commissioner
150 Courthouse Square, Suite 117
Greensburg, Indiana. Phone: 812-663-8451



WHAT DOES **STONEBRIDGE** DO?

EXPEDITING - EXPRESS - HOT SHOT - DEDICATED -
PREMIUM LOGISTICS - LTL - CUSTOM COURIER SERVICE -
LIFTGATE SERVICE - OVERNIGHT TRUCKING

WHAT DOES **STONEBRIDGE** HAVE?



26ft & 24ft STRAIGHT TRUCKS AND BOX TRUCKS
CARRYING UP TO 20,000lbs WITH LIFTGATE SERVICE



SPRINTER, TRANSIT, AND CARGO VANS
CARRYING UP TO 4000lbs

WHERE DOES **STONEBRIDGE** SERVE & GO

SERVING THE METRO AND SURROUNDING COUNTIES & AREAS OF
CINCINNATI, OH - INDIANAPOLIS, IN - LOUISVILLE, KY
WE DELIVER TO ALL 48 STATES



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AMERICAN VETERAN OWNED



AMERICAN VETERAN DRIVEN

StoneBridge **TRUCKING**

WE ARE LOOKING FOR DRIVERS

- **Box Trucks**
- **Cargo Vans**

StoneBridge Expediting and Small Load Trucking is currently searching for candidates interested in a FLEXIBLE career as Truck Operator.

- Choose your own loads and driving hours
- Choose when you are off duty
- Pay based on experience, licensing, and load types.

If interested, please email:

- shane.kennedy@stonebridgetrucking.com

Apply at: www.stonebridgetrucking.com