

EDC Company Meeting to celebrating the success of 2017.

We started the day with Team Building events in the morning. We believe that working as a Team creates better results for our Customers and may give some of Branches Bragging rights. We believe when individuals with similar interest, attitude, and taste come together to work for a common objective, a team is formed.

We had 3 team building events.

What do you see:

Deals with what customers see and what we see sometimes.

Tricky Test:

Answered questions as individual and then combine correct answers to show how teams can works together.

Create a TV Commercial for EDC:

Each team had items for props that have been provided to write and create a commercial – each Team (11) will create a commercial. Teams that used your entire team in your commercial you will score more points. Your commercial should capture the theme no matter your role or location, so that the audience feels they can call any location and receive the same service. Each Team presented it Commercial before the group. Winner Team gets \$100.00 each.

In the Afternoon we had our award Program. We recognize salespeople who have achieved their sales goals, drivers who are committed to safe driving and branches competing for Top Honors. We will give away over \$10,000 in Cash, Many awards and prizes.

Awards Event

Each year we present the tenure pins to EDC our employees. These pins represent the number of calendar years of service.

1 Complete Year of Service

ATWOOD, KEVIN

BARBER, KENDALL R.
FLAGLE, CHRISTOPHER
GONZALEZ, ALFRED
HOOPER, FLOYD W.
HUEY, MICHELLE D.
HUEY, RONNIE
LEAL III, DANIEL
LOKI, DONALD
MURCIA, CARLOS
OORONA, CHARLIES
PENA, ALFREDO
RIVERA, RENE
SIMMONS, BRUCE
VANNATTER, DELMER
VAZQUEZ, DERRICK
VILLATORO, EDWARD
WILLIAM, JOSEPH L. "Trip"

2 Complete Year of Service

DE LA GARZA, ADRIANA
DOMINGUEZ, MARK
GONZALEZ, DORIS M.
GRAHAM, CHAUNTEILLE D.

HERNANDEZ, JOHN
HERNANDEZ, RICHARD
JIMENEZ SALAZAR, ABRAHAM
LAGUNAS, MARIO
LOKI SR., KEVIN
LIRA, JORGE
MENDEZ, ANTONIO
MONSIVAIS, MARGARITO
MORRELL, LAUREL
RODRIGUEZ, GABRIEL
SPRABERRY, JOHN E
VEGA, DORA

3 Years of Service

ATEN, DAVID
BILLIAT, PATRICIA
GARCIA, CHRISTINE
HASTY, CAMERON
HINTZ, ROSS
PLUMMER, EARL
RANEY, REGINALD
TAYLOR, ALEXANDER
THOMAS, MARK W.
TRUEAX, ADAM J.
WOODYARD, ERIC
YOUNG, IVAN

4 Years of Service

BELLINI, MARIA ELENA
FLYNN, KARYN ELIZABETH
MCDOWELL JR, JAMES M.
McMILLIAN, TIMOTHY
RUIZ, RUDY C

5 Years of Service

BARBER, T. LUKE
CEJA, JOSE C
MCKINLEY, DEBORAH L
QUITTA JR, WESLEY A
VETZEL, ROBERT "Bob"

6 Years of Service

MONGE "Antonio" ALIRO
INMAN, CHRISTOPHER

7 Years of Service

BARBER, TIMOTHY R
BROOKS, BENNIE
CAVANAUGH, RICKY
MALONEY, CLAUDE

9 Years of Service

OLMOS, APRIL L.

RODRIGUEZ, DAGOBERTO

10 Years of Service

RIVERA, GENE = Gene received \$1,000.00 Cash

11 Years of Service

OLMOS, MATTHEW T.

RUIZ, SANDRA D.

SCHOTTIE, MICHAEL CHARLES.

TOLOR, DARRYL G.

Years of Service

- | | |
|-----------|--------------------------|
| 12 | Kelly B. McDaniel |
| 14 | Steven Miller |
| 14 | Moises Melendez |
| 17 | Martin Ortiz |
| 19 | Vicky L. Alex |
| 24 | Karen Brock |
| 26 | Robin Gilbert |
| 26 | Pamela Baccus |
| 27 | Jose Moncada |
| 27 | Virgil Brock |
| 29 | Jerry Hendley |

33	Gary Hendley
33	Jess Rodriguez
34	Pam Wilkerson
41	George Gilbert

Safe Driving Awards:

The purpose of these awards is to recognize those full time drivers/contractors who have had one or more years of safe driving. A safe driving year is defined as no preventable accidents and no moving violations for that calendar year. Each year of safe driving is recognized with a pin and \$50 for every safe driving year. The Driver must have worked for the full year. The following drivers are recognized with safe driving awards.

1 Year Safe Driving

- Aten, David
- Monsivais, Margarito
- Vannatter, Del
- Woodyard, Eric
- Young, Ivan
- Gonzalez, Alfredo
- Atwood, Kevin
- Hooper, Floyd
- Orona, Charlie

2 Year Safe Driving

Leoiki, Kevin

3 Year Safe Driving

Brock, Virgil

4 Year Safe Driving

Rodriguez, Jesse J

7 Year Safe Driving

Moncada, Jose
Brooks, Bennie

Branch Employee of the Year:

We asked each branch to identify an employee that had a great impact on the organization for the Year 2017. As you will see with this year's selections, this award is not a popularity contest, nor for the person that just comes to work on time, or has a pleasant attitude. All of these people made their mark in 2017 as a Team Player in their Branch. Each of them will receive a plaque and \$250.00.

Houston Employee of the Year: Antonio Monge

Baton Rouge Employee of the Year: Floyd Hooper

Austin Employee of the Year: Ricky Cavanaugh

San Antonio Employee of the Year: Jerry Hendley

Dallas Employee of the Year: Maria Bellini

Heritage Award

Recognizes an individual who has been with the EDC for a long time and has been a "Difference Makers" by being a contributor over the years.

Jerry Hendley

INDIVIDUAL SALESPEOPLE AWARDS

At the beginning of each year, every sales person sets a year-end goal to measure his or her performance. Each sales person is making a commitment to produce a designated amount of revenue. This award recognizes those sales personnel who achieve their goal with a special plaque acknowledging their achievement. This year's winner is:

Sales Goal Achievers - EDC

James McDowell

San Antonio

EDC TOP REVENUE PRODUCERS WITH ATLAS VAN LINES:

As an Atlas agent, we are not only a hauler of Atlas tonnage, but we now have the ability to book into the Atlas system. This is a major advantage to EDC and makes us more competitive in the market place. We are recognizing the top two sales reps with the highest Atlas bookings in 2017.

This year's Top Atlas bookers:

2nd Place Patricia Billiant

1st Place Robert Vetzal

President's Club members for 2017:

Twenty years ago, EDC established the President's Club. This is a Special Awards program to recognize those persons who achieve the Special goal that George Gilbert set every year. This year we have two sales people and three managers that achieved that goal.

Steve Miller

James McDowell

Luke Baber

Gary Hendley

Timothy Barber

BRANCH AWARDS:

Each year the Branch office's competes for Awards. There are seven (7) major areas that are rated with some having many subparts that are graded to get the final ranking. This ranking is done with points one (1) thru four (5) with five the being best in that ranking. The points are added to see who come in first & second in most categories. Some awards are based on achieving set Goals. Each winning Branch gets a plaque, the winners are:

Branch House Sales to Goal:

Dallas
Houston
San Antonio
Austin

Branch Total Revenue Goal Achievement

Dallas
Houston
San Antonio
Austin

CUSTOMER SERVICE AWARD

2nd Place goes to Houston

1st Place goes to Austin

In addition AWC/ CDS have recognized Houston for Outstanding Service with a Trophy for work during Hurricane Harvey

And AWC has recognized Austin as the Agent of the Year with a Special Award. This was for best service in the agency system as scored by AWC.

SAFETY TRAINING AWARD:

2nd Place goes to San Antonio.

1st Place goes to Houston

BRANCH CLAIMS AWARD:

2nd Place goes to Dallas

1st Place goes to Houston

DAYS SALES OUTSTANDING (DSO) AWARD:

2nd Place goes to San Antonio

1st Place goes to Dallas

BRANCH PROFIT AWARD:

4th Place Winner is Dallas

3rd Place Winner is Austin

2nd Place goes to San Antonio

1st Place goes to Houston

TURN AROUND AWARD:

Manage a Branch during a “Turn-a-round” is a lot like a cattle drive - Everyone has responsibility to make it work – Austin came from a breakeven year to winning several awards and profitable.

Austin

Branch of the Year Award:

This award recognizes the branch organization that has the highest score in fifteen different categories. This Award is the highest Award a Branch can achieve. Please do not take this award as a popularity contest – it is scored by 15 difference measurement. Six of the measurements were given a plaque.

In the History of EDC, now 41 years we have never had a tie for Branch of Year. I had to make a choice – but I also believe that a tie this year shows us that we do work as TEAM – Winners:

Houston & San Antonio