



February, 2011

Issue: 1

## Welcome to the Trans-Border Times!

Every quarter, we will be releasing our newsletter and sharing with you the latest news and happenings that are making headlines within our company!

We hope you enjoy the articles!

Sincerely,  
Yateen Patel  
Customer Service Manager

## Domestic Department Growth

As our domestic division continues to expand, there is a need to ensure that we can maintain the same levels of efficiency as we move forward. Jared McAneny, who previously held the title of Domestic Operations Manager, moved into the position of Domestic Pricing & Routing Manager and Kyle Howard, who has been with the company for 9 years, was promoted to Domestic Operations Manager. We also have seen the addition of Terry Sproat, who gained valuable experience while working in the ocean export department.

## Promotion for Tina Kenyon

We are pleased to announce that Tina Kenyon, who has been with the company for 9 years, has been promoted to Trans-Border's Billing and Auditing Manager! Congratulations to Tina on her new position!

## Expansion Out West

On January 3rd, Trans-Border was pleased to add its newest member to our ever expanding tradeshow division in California! Lauren Shippey, who has previously worked in tradeshow sales, will be joining Scott Ferrell in our west coast office.

## Dustin Loughan Named Employee of the

## Trans-Border In Support of the March of Dimes



Trans-Border has a proud history of supporting various foundations through the raising of funds every month. For the month of January, Trans-Border showed its support for the March Of Dimes, which has led the way in developing and pioneering medical breakthroughs in the field of birth defects. A big thank you must go out to Allison Burak, our NVOCC Manager, for leading this great cause!

## Trans-Border Launches 1st Webinar!

Trans-Border is pleased to announce that it

## Quarter

Congratulations to Dustin for his continued efforts and for helping to grow the domestic side of the business, especially our tradeshow division! For his hard work, Dustin was rewarded with a check for \$500!

## Thoughts...

"Change. They say that the one constant thing in life is change. Who are they? Let's not answer that. Let's focus on change and what it means. Change can be good and it can be bad. Change can make things simple or more confusing. Change can make you happy or make you sad, maybe neither. Change is part of life, so we need to embrace it and use it for the positive".

At Trans-Border we are introducing fresh, new services. For example, we are offering free webinars 6 to 8 times a year, quarterly newsletters about what is happening at our company and industry insider updates 2 to 3 times a month. We are even moving forward with the direct EDI transmission of information directly from the airlines and steamship lines. These are just some of the new initiatives that we are introducing! We are embracing the need to change in order to keep offering you the finest service in the industry. Come along for the ride! Our change is good and positive - it will make logistics more simple for you, which will make you happier. Wow!

Regards  
Jeff Millens  
Executive Vice-President

successfully launched its first webinar on December 20th, 2010 on the new 24hr EU manifest ruling! Over 40 people attended and due to its success, both myself and Allison Burak will be hosting another webinar on February 14th on the changes to Incoterms 2010. Watch this space for further information!

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