

Here We Grow - Again!

That's right, for the second time in two years, JIS has moved! In order to better suit the needs of our customers, we needed to GROW! Unlike our first move from Pennsylvania, which spanned 750 miles, this move was "in house".



JASPER began construction of a new 100,000 sq. ft. addition to our facility in Southern Indiana just a few short months ago. This space has given us more room for our increasing inventory storage, stream-

lined our processes through better flow, allowed room to integrate Canam production and positioned us for unlimited expansion and future growth.

The move also put JIS directly next to our JET Transit division, with the outbound trucks approxi-



The recent expansion and move has provided more streamlined and efficient parts receiving and shipping.

mately 200 ft. away! All of the moving took place outside of normal business hours, and there were no disruptions to our regular business schedule.

Doggone Happy

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Their breeds include Samo-yed and Nancy's favorite, the Samusky, a mix of Samoyed and Huskey. The parent dogs are full-blooded and AKC registered. And interestingly enough, the dad is the lead dog when they go sledding.

They really enjoy this hobby because they just love dogs. It's not the easiest hobby, and sometimes it can be expensive, but the joy of sharing the puppies with others and telling people about sled-ding makes it all worth it!

Nancy said the dogs are happiest when they are "work-ing" (sledding). "It's their natural instinct to do that, and the dogs get super excited when they see Roscoe pull out their equipment."

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Innovative Solutions for Your VMF

News and Updates from Jasper Innovative Solutions

October 2011

JASPER Acquires Canam Marketing for Stronger Presence in USPS Components

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Zach Bawel, President and COO of Jasper Engines and Transmissions, and Brian Nelson, President of Postal Products Unlimited, "seal the deal" on the purchase of Canam Marketing.

The Jasper Engine and Transmission Exchange Employee Stock Ownership Program (ESOP) has acquired Canam Marketing Corporation. Canam Marketing will be operated by JASPER's sister Company, Jasper Innovative Solutions, as the company continues to increase its presence in the United States Postal Service parts market.

Canam Marketing is an industry leader providing improved vehicle components and supplies for the LLV, FFV, Windstar, Uplander, Workhorse 2-ton and other USPS

fleet vehicles. Canam Marketing's new product development, manufacturing and distribution has now been relocated from Milwaukee, WI, to Crawford County, IN, and completely integrated into JIS's new, 100,000 square foot facility.

"The acquisition of Canam Marketing will be a great addition to JIS," says Luke Bawel, Jasper Innovative Solutions General Manager. "Canam's strength in new product development and dedicated workforce, coupled with JIS's customer service, ordering system, inventory levels and JET Transit Company, will be a winning combination. We have seen the great quality and value of the parts Canam supplies to the USPS. With this acquisition, we will be able to allow customers the convenience of ordering the complete Canam line through one system, the availability of ramped up inventory and on-time delivery. We are very excited with the new growth," added Bawel.

Billy Faria, production specialist, Scott Latour, sales representative, and Donna Martino, customer service

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JET Transit Driver Spotlight - Steve Kirkland



There are many unsung heroes on the Jasper Innovative Solutions Team. Each Associate is just as important as the next to ensure that our customer receives the service and product that they expect in a timely manner. Steve Kirkland is a great example of this.

Operating out of the Peachtree City, GA, Branch for over seven years as a product delivery driver, Steve has also been promoted to assist with branch management when help is needed. This job includes loading and unloading freight, making sure that the vehicles are up to speed, routing deliveries and many other aspects of the day to day branch activities that ensure our product gets to you, our customer.

Steve enjoys working with the USPS. The North Metro Atlanta location, he says, is very friendly. He feels the best part about JASPER is the name recognition and our warranty that keeps customers loyal for life. When asked about being a part owner in the company since JASPER went ESOP (Employee Stock Ownership Plan), he said it is

better for the future of its Associates and their families. He went on to say that we have pride in our company and any Associate will go the extra mile to serve the customer.

Thank you Steve!



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representative, have joined the JASPER team. Billy has been with Canam for over 15 years and has been a major contributor to the innovative designs and quality that people have come to expect from Canam over the years. Scott has been with Canam for five years and in the automotive industry since 1972. His years of automotive knowledge and unique focus on improving items for the existing Postal fleet will add greatly to the strengths of JIS. We are very excited to add him to our Sales Team. Donna Martino has worked in customer service at Canam for over seven years and brings an

expertise in their product line that will be greatly valued.

Canam has been a strong name in the industry and has respect among VMF professionals. The Canam name will remain for branding purposes and name recognition in the marketplace. New product development will be a major focus, moving forward, to continue improving upon current designs and re-engineering discontinued items that are necessary to keep your fleet in service.

New Associate Spotlight - Donna Martino



Jasper Innovative Solutions is very pleased to announce the addition of Donna Martino to our customer service team! Donna has been with Canam for over seven years and brings product knowledge and industry experience to our already first-rate department. Her ability to serve our customers in the most professional way possible, while developing strong personal ties, has set her apart in our industry.

Besides her customer service experience at Canam, Donna was also involved with sales preparation. While with Canam, Donna made sales calls out in the field and understands the inner workings of the VMF and The USPS. She understands the VMF's role and how

Vehicle Spotlight: 2008 Chevrolet Uplander



The Chevrolet Uplander was initially available in 2005 and was built in GM's Doraville, GA, assembly plant. It replaced the Venture and Astro van and its design was more SUV-like, with a relatively long, level hood and tall front fascia. It was the last minivan to have the gearshift on the steering column, whereas its contemporaries had moved the gearshift to the center console.

The USPS purchased a total of 5,858 of the 2008 Chevrolet Uplander minivan vehicles for delivery purposes. The vehicle came standard with a 3.9L V6 Flex Fuel engine and 4-speed automatic transmission. Other features include air conditioning, GM's OnStar and a CD player, making this the most luxurious Postal Vehicle ever!

With most of these vehicles out of their warranty period, JIS has seen a large increase in the demand for Uplander parts and components. The Kansas City VMF, for example, has over 70 Uplander vehicles in their fleet, and we work very closely with them to monitor the parts that are being requested. We are continuously looking to add part numbers to managed inventory for this product line and servicing the Postal Service with quality parts at a reasonable price.

Lens for Uplander Brake Light



And speaking of the Uplander (our Vehicle Spotlight above), JIS has an inexpensive solution to cracked or broken tail light lenses. Previously, a VMF would need to purchase the entire unit - LEDs and all. Now, if your Uplander brake light lens breaks or cracks, you only need to replace the lens itself. In addition, the Canam lens has been reinforced at the breaking points where the

O.E.M. component has consistently failed.

The rear brake light lens also includes the moisture seal to protect the LED portion from becoming wet and then malfunctioning.

The lens and LED bar removes and installs in minutes!

Visit www.jasperis.com for our latest product updates.

Donna Martino

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important vendor cooperation is to their overall service level.

Since coming on board at Jasper Innovation Solutions, Donna has been extremely impressed with the size of our product offering, as well as our broadened scale of service. With Jet Transit delivering freight, customers can be taken care of in a timely manner, freight is properly handled and orders are delivered on trucks with lift gates. The JIS computer program, that was developed in-house, allows the VMFs a dynamic tool for inventory management which is simple and up-to-date.

Donna is looking forward to continuing her career with JASPER. Mark Boruta, JIS Customer Service Manager, commented, "It is great to have Donna as a new Associate on our team. Her knowledge of the Canam product line and ability to learn quickly on the job will be a great asset to JIS!"

JIS Associate is Doggone Happy



Jasper Innovative Solutions Associate, Nancy Bland, and her husband, Roscoe, breed and raise sled dogs in Milltown, Indiana. Between their land and the family farm surrounding them, their six sled dogs (with one pup in training) have about 100 acres to run.

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