

# Cold Logic

An eNewsletter from Johnson Refrigerated Truck Bodies

## Happy Holidays from Johnson

Johnson Refrigerated Truck Bodies and all its employees wish you the merriest of holidays and a truly prosperous 2007.

## Johnson News

### Johnson Workers Reject Union

*After 40 years, Johnson employees vote for non-union shop*

As of Monday, December 11, Johnson Refrigerated Truck Bodies is officially union-free. The National Labor Relations Board has certified and confirmed the results of a decertification vote that took place on October 5. Almost two-thirds of the production plant employees in Rice Lake voted against having Teamsters continue as the collective bargaining representative, essentially creating a non-union shop.

"This is significant for Johnson and its employees," said Ron Ricci, president of the company. "It gives us the ability to operate the company in a progressive manner, in regards to how we take care of employees and how we run the business. We will be forward-looking, flexible and adaptive on every level. The past year has been tough on our employees, our customers and the community. We are eager to put this struggle behind us and move forward focusing on relationships with our existing customers and seeking out new ones. Our goal is to create an organization that will invigorate employees and staff, who will in turn provide our end users with custom-built refrigerated truck bodies that are second to none in performance and durability."

Johnson, a union shop for more than 40 years, overcame a labor dispute in 2005, with a considerable rebound in 2006. On April 7, 2005, during labor negotiations between Johnson Refrigerated Truck Bodies and Teamsters Local 662, union officials broke negotiations, pulled all 267 Johnson union employees off the job and called a strike. The seven-month strike concluded during the last week of October 2005 and Johnson has since been steadily rebuilding its productivity and streamlining its systems.

For more information about this open shop announcement, please contact Ron Ricci at 715.234.7071.

### Johnson Hires New Employees - Including National Sales Manager

Al Miller, a former employee of Johnson Truck Bodies, has returned after being away from the company for 15 months. Al will be working in a newly created position as National Sales Manager.

"It's a real asset to have Al back on board and ready to help rebuild the sales force," said Greg LaFrance, director of sales and marketing for Johnson. "With Al's enthusiasm and knowledge, he will be able to focus our sales team on the sales process, new account growth and improved customer service."

Additional recent new hires include: Donald Breault and Donna Cherry, buyers in the purchasing department; James Wallin, safety specialist; and Shanna Smith, human resource generalist.

Please join us in welcoming these new additions to our team as we continue to grow and move forward.



**Discovering and delivering  
technologies that save.**

## Customer Spotlight

### Microbrewery Switches to Johnson POWERPlatform to Save Time, Energy and Dollars

Located in South Deerfield, Massachusetts, Berkshire Brewing Company produces 420 barrels of fresh, unfiltered, un-pasteurized, chemical and preservative-free beer each week. The beer is delivered via Direct Store Delivery (DSD), in Johnson Refrigerated Truck Bodies. Problem was, Berkshire Brewing was using old style, foldout, tuck-under lift gates on its truck bodies. The lift gates were cumbersome, and drivers had to back the truck into the delivery area, unfold the gate, and get back into the truck to readjust the gate. This was a time-consuming project.

Berkshire's problem was solved with Johnson's POWERPlatform - an in-body drop floor system that holds up to 3,000 pounds of refrigerated product. Ideal for DSD, the POWERPlatform lowers the driver and product to street level, and because it eliminates using the traditional lift gate at each stop, driver productivity increases and fatigue and worker compensation claims decrease. Additionally, the lift is easily positioned so that the driver can retrieve boxes from the truck body without bending or back strain.

"Johnson's power lift saves time and driver fatigue," said Gary Bogoff, Berkshire Brewing partner. "Drivers tell me the Johnson power lift saves at least five minutes per stop. Multiply that by 25 to 35 stops a day, and the time savings add up to almost three hours a day per driver. Plus the power lift makes the drivers' job easier and helps prevent back injury."

Do you have a Johnson testimonial you would like to share with Cold Logic Readers? If so, send your story to [glafrance@itb.carlis\\_e.com](mailto:glafrance@itb.carlis_e.com), and we'll follow up with you.

## Industry News

### Diesel Fuel Cost Update

The national average price of diesel fuel fell 1.5 cents to \$2.606 a gallon, as reported by the Department of Energy on December 18. The diesel cost decline was the first following five weeks of increases, with the most significant increases in California and along the west coast. Prices in those regions also dropped, falling 4.4 cents on the west coast to \$2.887 a gallon and 4.6 cents to \$2.917 in California. The Department of Energy surveys 350 diesel filling stations each week to compile a national snapshot average price.

Throughout the winter, the price of diesel fuel may continue to fluctuate with the weather. A mild winter creates less of a demand for distillate heating oil, allowing for the cost of diesel fuel to remain on the low end. However, as fiercer seasonal temperatures roll in and the demand for heating oil increases, this may cause a rise in the average price of diesel fuel.

Johnson Refrigerated Truck Bodies and cold plate technology are proven to burn significantly less diesel fuel per hour than mechanical blower systems. This is an economically efficient solution and ensures that cargo stays at an optimal temperature for safety and quality.

### Food Safety & Transportation

Whichever medium you use to obtain current events, there is no way you could have missed the abundance of recent stories of tainted produce and other contaminated foods entering grocery stores and popular restaurant chains. It seems as though it could happen anywhere, at any time, to any type of common food.

Johnson Refrigerated Truck Bodies is committed to doing everything possible from a transportation equipment standpoint. Our cold plate systems regulate the temperature within the truck bodies and can be fine tuned within a number of degrees. Even in the event that a truck may break down, the cold plates can maintain their safe temperatures for up to 24 hours. Adding in a combination of sanitary, stainless steel flooring and well-insulated fiberglass bodies further ensures safe food transportation.

### Editor's Note

If you have any comments on recent stories or ideas for improving Cold Logic, please let us know.

We're always delighted to get feedback from our readers.

To make comments, please send an email to [jtbsales@jtb.carlisle.com](mailto:jtbsales@jtb.carlisle.com) with "Cold Logic" in the subject line.

[Forward email](#)

✉ **SafeUnsubscribe®**

This email was sent to [christy.glemming@malonead.com](mailto:christy.glemming@malonead.com), by [jtbsales@jtb.carlisle.com](mailto:jtbsales@jtb.carlisle.com)  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Powered by



Johnson Refrigerated Truck Bodies | 215 East Allen Street | Rice Lake | WI | 54868