

MARTEN TRANSPORT, LTD. Transporter

EXCEEDING EXPECTATIONS SINCE 1946



SECOND QUARTER, 2016

RECOGNITION



AWARD FROM WALMART

Marten named Grocery Dedicated Carrier of the Year.

SEE PAGE 2

LOOKING BACK



MARTEN THROUGH THE YEARS

Highlights from 70 years of doing business.

SEE PAGES 4-5

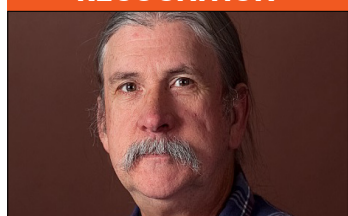
HUMAN RESOURCES

SCHOLARSHIPS ANNOUNCED

Ten students selected for Randolph L. Marten Scholarships

SEE PAGE 7

RECOGNITION



COMPANY DRIVER OF THE YEAR

Matt Benefield selected Company DOY for 2016 for safety and service record.

SEE PAGE 8

1946 - 2016 • Celebrating 70 Years!



MILLION MILE

INDUCTEES: Pictured back row-James Wooten, Randy Burtner, Charles Hebert, Randy Lohman. Front row-Ray Dobbs, Earl Gosnell Sr., Jose Ibanez, Douglas Richelieu. Not pictured-Kim Holten, Tom Kelly and Dennis Nunnley.



TWO MILLION MILE INDUCTEES: Pictured-Barry Pease, Erwin Hardy, Matt Benefield, Brian Stephens. Not pictured-Robert Lambeth.



THREE MILLION MILE INDUCTEES: Pictured-Phineas Schrock and Ross Chadd.

Million Mile Club Grows

Marten proudly welcomes new club inductees

Marten Transport has had many things in the last 70 years to be proud of, one of the best things is our Million Mile drivers. Since its inception in 1997, 550 drivers have been inducted into Marten's Million Mile Club. We have had 113 Two Million Mile drivers and 23 Three Million Mile drivers. The company takes exceptional pride in the accomplishments of its amazing million milers. It is their dedication, attention to safety and loyalty that put these drivers in an elite class.

On April 9, Marten honored 11 Million Mile inductees, five Two Million Mile inductees, and two Three Million Mile inductees. The banquet was held at the Clarion Hotel in Eau Claire, WI. More

than 170 people attended. Marten welcomed drivers and company representatives from all over the country to honor and recognize these drivers in a special way.

Each of the One Million Mile drivers receive a custom jacket, a hat and a commemorative clock, we also added their portrait to the Marten Million Mile Hall of Fame. Each of the Two Million Mile drivers receive a custom specialty ring and polo. Our Three Million Mile drivers receive a custom polo and a catalog to choose an award package. Group photos were also added to the hall of fame.

This year to start the awards driver Tom Sumwalt recited his original poem "A Million Thanks"

written about a trucker's journey to becoming a million mile driver and the million little things that drivers do every day. Tom hopes to reach his Million Mile mark in a few more years.

Dan Peterson, Marten's Director of Safety, had the honor of introducing Marten's Company Driver of the Year, Matt Benefield. Matt was selected from the Terminal Drivers of the Year and represents the best of the best. It is Matt's professional attitude and work ethic that sets him apart. Matt was also one of our 2 Million Mile drivers inducted this year.

Marten extends our sincerest appreciation for the commitment and professionalism of these drivers.

RECOGNITION

Marten Transport Honored by Walmart

Picked as 2015 Walmart Transportation Grocery Dedicated Carrier of the Year

It is a great honor that Walmart has selected Marten for its Grocery Dedicated Carrier of the Year based on exceptional performance in the areas of customer service, effective communication, and the provision of on-time deliveries to Walmart stores.

According to Randy Marten, "This award is a testament to our many committed people and their hard work and dedication to supporting our customers. We attribute this recognition to our understanding and integration with the Walmart culture and our mutual commitment to continuous improvement."

Our drivers make over 7,000 store deliveries each week. Marten currently operates distribution centers for Walmart in Shelbyville, TN, Tomah, WI, Clarksville, AR, and New Albany, MS.



Pictured, back row-Wade Rubin, VP of Dedicated, Lars Offerdahl-Tomah facility, Ethan Lowrence-Clarksville facility. Front row-Kelly Kruse-Walmart, Sharon Floyd-New Albany facility, Megan Ferguson-Walmart. Close up of award is shown at right.

15 Marten Drivers Honored at WMCA Banquet

Fifteen Marten drivers were honored at this year's Wisconsin Motor Carriers Association President's Safe Drivers Club banquet on February 20 in Sheboygan Falls, WI. Being a professional truck driver is a demanding job. These individuals spend a great deal of time away from their families and homes. They must be in total compliance with all safety regulations and are expected to deliver their loads on time. The President's Safe Driver Club was established in 1996 by the Wisconsin Council of Safety Supervisors to recognize safe, professional truck drivers.

The criteria for the award includes: drivers must have 36 continuous months of service with the same employer, no accidents in the past year (on or off duty), a clean Motor Vehicle Record with no citations (on or off duty), be a Wisconsin resident or dispatched out of Wisconsin and drive at least 10,000 Wisconsin miles per year. This year's recipients were:

One Year: Dennis Bruscher, Terrance Edwards, Russell Forcey, EJ Funk, Christopher Jarvis, Anthony Kaneer, Charles Lightfield.

Two Year: Paul Gilstad, Matthew Zerbe. **Three Year:** Paul Wiese, Jerry Larsen, Don Franz. **Fourth Year:** William Krenz. **Sixth Year:** Kim Holten, **Seventh Year:** Jeffery Stanton.



Drivers attending this year. Back row-Dennis Bruscher, Jeffrey Stanton, Paul Wiese, Paul Gilstad, Charles Lightfield. Front row- Matt Zerbe, William Krenz.



Moser Says "Goodbye"

Patricia Moser retired in April after working 9 years with Marten Transport. Pat started with Marten as an accounting floater, then moved to billing and ended up as a team lead in payroll/settlement. Pat says she liked working at Marten because it was constantly changing and the daily challenges of the job. She is looking forward to catching up with family and friends after she retires. She also plans to enjoy her favorite hobbies- fishing and photography. Congratulations Pat!!

RECOGNITION

70 YEARS AND STILL GOING STRONG!

Marten pays tribute to its history with May 23-25th Celebration!



ABOVE: Randy Marten stands with a collection of company jackets from his time working with Marten. Pictured are Randy's jackets from the 1960's, 70's, 80's and 90's.

LEFT: Marten employees show off their vintage Marten apparel during the 70th anniversary celebration.



LONGEST TENURED TRIO: Randy Marten is flanked on his right by E.J. Funk (the longest employed driver), and Steve Ottinger (the longest employed non-driver) on his left.



70 YEARS: Employees at the Tucker terminal display their Marten Pride, wearing 70th Anniversary shirts while forming the shape of the number "70" in front of a special Marten history trailer.



• **1946** - Roger Marten founded Marten Transport delivering milk and other dairy products when he was just 17 years old. The following year Roger purchased his first truck with a \$400 loan from his mother.

• **1956** - First tractor-trailer combo purchased.

• **1965** - Mondovi, WI was home to Marten's first terminal. Randy Marten joins the company.

• **1974** - Randy Marten joins the company full time.

• **1976** - Marten moves into interstate hauling with refrigerated trailers.

• **1985** - Ontario, CA terminal is added.

• **1986** - Marten is publicly traded on NASDAQ. Randy Marten is named president of Marten Transport.

• **1993** - Roger Marten passes away. Randy is named CEO of Marten Transport. Satellite tracking systems added to the fleet to improve communication. Georgia Terminal opened.

• **1989** - Marten moves to all refrigerated trailers.

• **1995** - Oregon terminal added.

• **1996** - Marten celebrates 50 years in business and opens the Roger Marten Community Center in Mondovi, WI.



70 YEARS

of Evolution, Growth & Stability

Today Marten has 14 terminals and numerous operational facilities across the nation. It is Marten's commitment to having the best people, cutting edge technology, quality equipment and a diversified presence that has allowed it to thrive and grow into the company it is today.



• **2004** - Indiana terminal added.

• **2005** - Marten is named to Forbes Top 200 Best Small Businesses in America. Marten expanded in to Intermodal and Brokerage.

• **2008** - Marten expands into Mexico. Terminals added in Texas and Virginia.

• **2007** - \$16 million commitment to add APUs to the fleet. New maintenance facility in Mondovi, WI.

• **2009** - Inspection lanes added to terminals to decrease down time.

• **2010** - Sleep apnea program added for our drivers. Terminals added in Florida, Arizona and Tennessee.

• **2011** - Terminals added in Kansas & Pennsylvania.

• **2013** - Grill Guards added to fleet to help minimize damage.

• **2014** - Collision Mitigation technology introduced into the fleet.

• **2016** - Marten expands into dry van.

OPERATIONS

Marten Dry Hits the Road

More than 200 trailers to be in dry operation by year end

We are pleased to announce that we are officially up and running with our Marten Dry Division. We started the division in January of 2016 with 4 drivers and 12 trailers. We initially planned on starting our Dry Van operations in the March/April time frame, but changed the start up to January to take advantage of opportunities made available to us from customers bid awards. We started with some of the dry van trailers already in our Marten network and have started adding new trailers. By the end of 2016 we plan to have more than 200 trailers for our dry operation.

The startup has gone very well so far and has already shown to be profitable. Our operations and sales groups have worked extremely hard to implement this new division. The drivers are the backbone of this startup, without their dedication and work ethic we would not be where we are today. These are great driving jobs that allow drivers to stay in certain lanes and maximizes their hours. The drivers are getting great miles and get to be within striking distance of their homes at any given time. Drivers are able to stay at their house sometimes during the week as well as enjoy their 34 at home on the weekends.



As of May 1, 2016 we are operating 20 drivers and 40+ dry van trailers. Currently we are operating out of Kansas City, Dallas, and Chicago metros. Our plans are to expand in these areas as well as

St Louis and Indianapolis in the near future. Another major goal is to start up local work in the metro areas giving drivers the ability to sleep in their beds every night. We could not do this without a solid customer

base already established with us and newly welcomed customers under the Marten umbrella.

We have plans to add Dry Van operations to other Marten facilities within the next year adding to the growing business opportunities at Marten. Dry van is yet another example of developing our infrastructure over

the last several years with our Regional/

OTR temp control, Dedicated, MRTN

de Mexico, Intermodal, and Brokerage business

divisions to move Marten forward and provide solutions for our customers' freight and service needs.

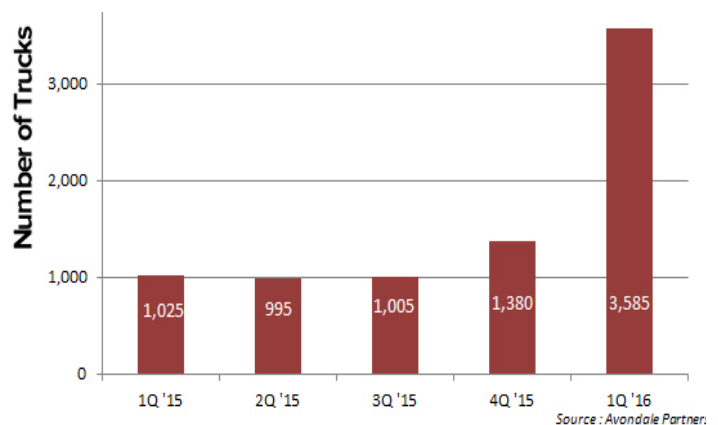
This is an exciting and new venture that sets Marten apart from the rest. We couldn't do this without ALL of the good Marten people working together as a Team.

Marten's Longevity and Success Uncommon

Fleet failures rose sharply across the industry during first quarter of this year

First quarter numbers are out and fleet failures across the country are on the rise! Transport Topics' April 18th edition reviewed how fleet failures rose sharply in the first quarter of 2016. While many fleets have been able to survive during the recent years, they are now finding themselves struggling to stay afloat. In the first quarter there were 3,585 fleet failures, which is about three times more than the first quarter last year! The article sites key reasons for this upturn; most importantly ... supply and demand; with additional trends of fuel, pricing, freight demand and used truck prices also affecting fleet failures.

While future trends remain to be seen, upcoming federal mandates for fleets to install Electronic Onboard Recorders will without a doubt cause more hardships and fleet failures in the coming years. Marten has worked the last five years to implement electronic logs and learn how to manage their effects on productivity. While other companies will struggle to adapt we again are leading the industry.



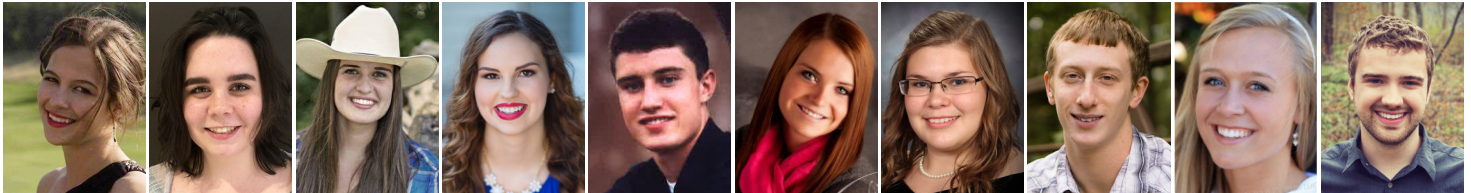
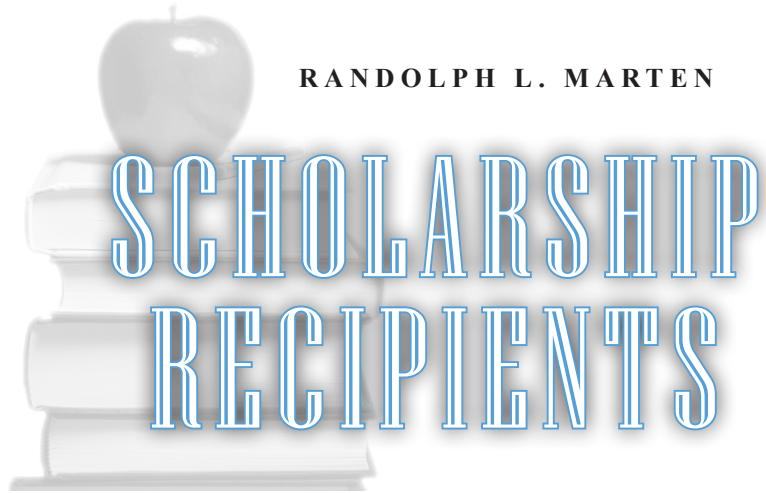
Marten's stability and growth over the past 70 years is what sets us apart from the rest. Roger Marten's dream still succeeds today through our employees smart hard work every day.

HUMAN RESOURCES

► Marten Transport has established a scholarship program to assist company employees' children who plan to pursue post-secondary education in college and vocational programs. Scholarships are offered each year for full-time study at any accredited post-secondary institution of the student's choice.

The scholarship program is administered by Scholarship Management Services, a department of Citizens' Scholarship Foundation of America, Inc. (CSFA). CSFA is a national nonprofit educational support and student aid service organization that seeks to involve and assist the private sector in expanding educational achievement. Awards are granted without regard to race, color, creed, religion, age, gender, disability or national origin.

RANDOLPH L. MARTEN



Baier

Ballard

Becker

Chapin

Gregory

Olson

Sutton

Schwinefus

Turner

Vetterkind

Ten Awarded Randolph L. Marten Scholarships

Marten awards outstanding young people with grants to help further their education

MONDOVI -- Marten Transport is proud to announce this year's recipients of the Randolph L. Marten Scholarship Program. To be eligible for the scholarship the applicant must be a dependent child of a Marten employee who has been employed with Marten for over a year.

This year's recipients each receive \$2,000.

Marten started the scholarship program in 1998 and has awarded 156 scholarships totaling more than \$200,000.

• **Danielle Baier** is currently studying nursing at the University of Wisconsin-Madison. Danielle is the daughter of Randall

and Debra Baier of Chippewa Falls, WI.

• **Alexis Ballard** will attend Itawamba Community College this year. She plans to study maths & sciences. Alexis is the daughter of Richard and Sonya Ballard of Saltillo, MS.

• **Amanda Becker** is enrolled at University of Wisconsin-River Falls and is majoring in animal science. Amanda is the daughter of Brian and Denise Becker of Eau Claire, WI.

• **Elise Chapin** plans to attend University of Minnesota-Twin Cities. She will be studying marketing. Elise is the daughter of Julie and Donald Chapin of

Eau Claire, WI.

• **Andrew Gregory** is attending University of Wisconsin-La Crosse majoring in computer science. Andrew is the son of Wayne and Cynthia Gregory of Eleva, WI.

• **Meagan Olson** currently attends the University of Wisconsin-Eau Claire. Her field of study is athletic training. Meagan is the daughter of Davy and Wendy Olson of Mondovi, WI.

• **Meredith Sutton** will be attending University of Virginia this fall. She is studying environmental engineering. Meredith is the daughter of Glenna and Kevin Sutton of Colonial

Heights, VA.

• **Kaleb Schwinefus** is enrolled at St. Olaf College. He is enrolled in the pre-medicine program. Kaleb is the son of John and Becky Schwinefus of Eleva, WI.

• **Jessica Turner** will attend Carroll University. She plans to study psychology. Jessica is the daughter of John and Fawn Turner of Eau Claire, WI.

• **Brandon Vetterkind** currently attends University of Wisconsin-Milwaukee. His field of study is occupational therapy. Brandon is the son on John and Lori Vetterkind of Strum, WI.

Facts About Skin Cancer...

A little bit of precaution can help you prevent severe and dangerous health risks

- 1-in-5 Americans will develop skin cancer during their lifetime.
- 1 person dies of melanoma every hour.
- Nearly 50% of Americans who live to age 65 will have skin cancer at least once.
- Your risk for developing melanoma doubles if you have had more than 5 sunburns.
- Regular daily use of SPF 15 or higher sunscreen reduces risk of melanoma by 50%.
- People who first use a tanning bed before age 35 increase their risk for melanoma by 75%.

FEEDBACK

Employee Feedback

We appreciate your honesty. Please use this form for comments, complaints, or suggestions. Your input helps make Marten the best possible workplace for all employees. Drivers may submit this form in a Trip Pak envelope, ATTN: HR - to be routed to the appropriate department for a response. Office and terminal employees should submit to HR for departmental routing.

COMMENTS:

Name: _____ Driver No.: _____

Marten Transport, Ltd.
129 Marten Street
Mondovi, WI 54755

RECOGNITION

Drivers of the Quarter

1ST Quarter 2016

Roy Swanberg - OTR W
 William Feeley - Upper Midwest
 William Senclair - Kansas City Regional
 Aaron Sipe - Northeast Regional
 Lorenzo Cooper - Tampa Regional
 Russell Bogan - South East Regional
 Mark Sarmiento - Teams W
 Erwin Watson - Teams W
 James Wooten - Great Lakes Regional
 Johnny Jewell - Western Regional
 Alton Bryant - Mid-Atlantic Regional
 Brian Fell - South Central Regional
 William Franklin - Memphis Regional
 Lamar Sanders - Walmart MS
 Melissa Procopio - Intermodal
 Robert Ruddell - Phoenix regional
 David Loyd - Walmart AR
 Christopher Pennza - Coke Dedicated
 Noel Skerven - Walmart WI

RECOGNITION

A Verse for the Miles

Marten driver Sumwalt pens an original poem in homage to Million Mile Club and driver's lifestyle



Tom and Eileen Sumwalt

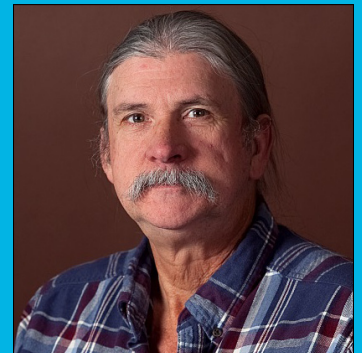
"A MILLION THANKS"

An original poem by Thomas Sumwalt

A million phone calls CS made, a million messages Dispatch gave...
 A million macros there conveyed, a million trailers clean displayed...
 A million pallets in order weighed, a million checks the tires OK...
 A million pot holes someone paved, a million costs to fuel my way...
 A million lumping fees now paid, a million prayers my family prayed...
 A million morsels and thanks to say, GOD bless the weather challenge today...

A million courageous places to park, a million shippers in the dark...
 A million safety checks to test, the million travelers east and west...
 What an opportunity to do my best! A million miles, no more, no less...

COMPANY DRIVER OF THE YEAR



Matt Benefield, Company Driver of the Year. Matt is great with customers, has an excellent safety record of 16 years without a preventable accident, he is easy to work with and he also works as a driver mentor. He truly represents the best of the best. Congratulations Matt!