



J.P. DONMOYER INC.

DONMOYER DOES MORE!

J.P. Donmoyer Inc., just awarded “Fastest Growing Companies in Lebanon County 2008” as well as the “Top 100 Privately Held Companies in Central Pennsylvania”, is no young upstart in Central Pennsylvania's transportation business. It's been around since Jonas Donmoyer started the company in Lebanon County in 1934.

But after seventy-five years of doing all the day-to-day things that build a solid foundation in business, the company has developed a revenue-growth pattern that is making others take notice. Over the past three years, the company has increased in revenues by over fifty percent.

Donmoyer is located in Ono, along Route 22 between the Annville and Lebanon exits. Ruth Dietz is CEO and majority owner. Frank Costanzo is president. The firm runs over 200 trucks, which haul mostly dry bulk shipments for manufacturing site, power utilities, and municipalities throughout New England, Atlantic, Central, Mid-West, and Southern United States.

Frank Costanzo acknowledges a dynamic team of people motivated to produce the gold standard of customer service in the industry as part of the reason for the company's financial success in the past few years.

"I'd have to look at the people and how the company is run," he said. "We've positioned the business to take advantage of opportunities, and people who seize those opportunities to excel."

The company employs about 270 full-time employees, 90 percent of them truck drivers. "The key to any successful business is the people," We have and support a really strong team concept here and it pays off in dividends for both the individuals and the company."

"All of those attributes", Frank said, "have given the company bragging rights for being "ISO 9001 certified," a national rating granted by outside auditors who determine whether the company is well structured and well run.

"Our ISO training has enabled our people to create a process whereby a measurable index can be determined to evaluate individual customer satisfaction. This allows us to constantly

evaluate our performance as to specific objectives. It also allows us to monitor that our objectives and our customer objectives are working towards the same goals.”

"We're also very technologically oriented," Frank said. "We have automated dispatch systems here supported by satellite tracking, vehicle collision avoidance systems; one of the most modern fleet operations in the country. "

“We are providing inventory control for our customers via a patented process called BINs™. Our team is able to handle all aspects of monitoring, ordering product, and delivering product without any involvement from the customer. This service, exclusive to Donmoyer, has expanded to over twenty major companies over the past decade and continues to have great promise as interest grows on a national basis.

Donmoyer operates four terminals, the main base in Ono with additional sites in York, Bellefonte and Keymar Maryland. Donmoyer's customers range from local the state region but expand to include all of New England, Ohio, Michigan, Indiana, Missouri, Illinois, Tennessee, North Carolina, South Carolina, Georgia, Virginia and Kentucky.

Ruth sums up why she thinks the company has and will continue to be successful. “We know that we all face unchartered economic futures in our current environments but remain confident that those businesses build on a solid foundation that supports it people and allows them the opportunity to succeed will continue to be a leader for future generations. That is why Donmoyer has had a successful past and will continue to have an even more successful future.”

To learn more about J.P. Donmoyer, Inc. visit [www. Jpdonmoyer.com](http://www.Jpdonmoyer.com)