

The

GATEWAY
LOGISTICS INC

Post

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May 10th, 2024

“APRIL SHOWERS BRING MAY PRODUCE”

(That’s the saying, right?)

Produce Season

The rhythm of the produce season mirrors the harvest cycles regionally, affecting transportation supply and demand across all equipment types. Among the most common equipment types are reefers, flatbeds, and vented vans. During this season, a variety of produce commodities are shipped, including citrus fruits, avocados, grapes, lettuce, potatoes, corn, and melons.

In order to create a smooth execution within the produce logistics sector, there needs to be flawless collaboration and partnerships between all parties involved in the process from farm to table. The teamwork between growers, distributors, retailers, and transportation professionals leads to better efficiency, less waste, and top-notch product quality. Partnerships between retailers and transportation providers have led to optimized delivery schedules, ensuring fresher products reach consumers while minimizing carbon

footprint. This collaboration not only benefits individual stakeholders but also contributes to the overall sustainability and resilience of the produce supply chain!

As we look ahead to the future of produce logistics, several trends and innovations are poised to reshape the industry landscape. With advancements in technology, we can anticipate a significant shift towards driverless trucks and drones for last-mile delivery, enabling faster and more precise distribution of fresh produce.

The emerging technologies, like vertical farming, have the potential to not only streamline the supply chain but also improve food security and accessibility, paving the way for a more resilient and innovative future in produce logistics.

The change in seasons also brings a change in trucks! With the warmer weather starting in May, there are a lot more Flatbed hauls.

DID YOU KNOW?



Celebrating All Our Momma's this Month!



Happy
Mother's
Day!

In Memory of

CAROL KOHRING

July 15, 1954 - April 28, 2024

Carol was the loving mother to our very own 'Talent Acquisition Specialist' who wanted to honor Carol in Gateway's news article this month for Mother's Day. "I would absolutely not be where I am today without the love and dedication from my mom. She was an amazing woman and I am truly so grateful that I got her as a mentor through life."



"A mother's love is patient and forgiving when all others are forsaking, it never fails or falters, even though the heart is breaking."

— Helen Steiner Rice

Gateway Logistics Success Story

I sat down with our very own Jeff Ware, a Logistics Sales Manager here at Gateway Logistics. Jeff's been at Gateway for five and a half years, and has seen a lot of success throughout his time here! He actually had no previous logistics experience prior to joining Gateway, and was managing 2 convenience stores previously. He made the switch to logistics because,

"My younger brother was working at Gateway, and I always wanted to jump into sales. I saw how much he enjoyed Gateway and what he did and said why not make the jump now?"

Jeff started off as a Logistics Sales Representative his first 5 months here, and grew his book to a \$65,000 account within just 3 months of starting at Gateway! He noticed how passionate he was about mentoring his peers, and when a Logistics Sales Manager position opened up here at Gateway, Ware

jumped at the opportunity just 6 months into his new career! He was a clear fit after his interview with upper management, and has been leading his own Logistics Sales team ever since! Jeff says this about why he chose management,

"I want to help people find success and change their lives the way I was able to. Gateway has given me the opportunity and the tools to have financial security for the first time in my life, so I wanna make sure everyone that comes through our doors gets that same opportunity to improve themselves as I did. It's the most fulfilling thing to watch [sales] reps grow and find their own success -- I enjoy coming into work every single day because I know that I am going to be helping people achieve that."

Jeff currently runs a team of seven sales representatives, many of them with accounts over \$90K in revenue! He shares his wisdom for future reps by saying,

"My biggest advice to a new rep coming into the role is to keep your ears open and be ready to make the calls. All too often people come in here and think that success will find them. When in reality, the ones that put in the hard work and soak up all the experience around them are who go on to be successful."



"Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others."

— Jack Welch

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Scan me!

