



To: All Employees  
From: Betsey Nohe  
Date: October 21, 2015  
RE: Morton Salt Named Shipper of the Year

I am excited to announce Morton Salt has been named 2015 Shipper of the Year by the National Shippers Strategic Transportation Council (NASSTRAC)!

To celebrate this honor, *Logistics Management* magazine featured members of our Supply Chain team on the front cover of the magazine's October issue along with an article about our transportation and logistics program. You can view the magazine [here](#).

What set Morton Salt's submission apart from other nominees was our National Truckload request for proposal (RFP) in 2014. The RFP process provided us greater visibility into our transportation network to help identify synergies and efficiencies. And I don't mean just cost efficiencies. While always mindful of cost, I am proud that this team's top priority was to ensure 100% coverage to best meet our customers' needs and timelines. The results were significant; not only did we see a decrease in the number of shipments that were not covered, we also saw more on-time deliveries to our customer appointments.

One of NASSTRAC's top honors, the Shipper of the Year award showcases the most innovative programs that support the business goals of companies through smart transportation. We are proud to join a long list of highly-regarded companies who have won this award in years' past, including Best Buy, Stein Mart, Lowe's, Dole Foods and more.

A big thank you to Todd Bulmash, Logistics Analyst, who led the submission for this award and brought to life Morton Salt's exceptional logistics program. Without his efforts, this would not have been possible!

Thank you,

Betsey Nohe  
Vice President, Supply Chain  
Morton Salt, Inc.