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*(parent of WPG Shippers Association)*

Date: February 15, 2017

Subject: **WPG's 2016 In Review**



A key business measurement in the distribution industry is volume. For WPG, that indicator is gauged in tons shipped. If we grade success by tonnage, it is clear WPG had an outstanding 2016.

In 2016 WPG targeted growth within our core competency. This resulted in a significant growth of freight volume and tonnage which equated into surpassing budget expectations.

Looking inside the volume numbers, WPG realized a 15% increase in tonnage in 2016, up nearly 50,000,000 pounds. Another benchmark is the yearly number of shipments. In 2016 WPG's shipment volume jumped 20%. These ingredients allowed for WPG to increase load efficiencies to our markets and lanes.

Planning for 2017 and beyond, WPG's strategic goal priorities include adding to our talent pool and enhancing systems infrastructure. This will enable management's directive to build on and improve advanced services in our market. Going forward, value added services will be a distinct factor in retaining and targeting clientele. Our objective and intention is to commit to the highest level of development in the forward vision for customer needs.

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