

November 2008

# R.E. Garrison Trucking

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## Executive Council

Ronnie Oswalt  
256-339-6265

Jimmy Hopkins  
256-339-3149

Jerry&Cathy Heaton  
256-338-5799

Charlie Butts  
256-339-6263

Danny Clark  
334-224-2444

## Happy Birthday

Morris Raines	11/1	Joseph Honea	11/16
Eddie Nims	11/1	Bob Edwards	11/17
Henry Burns	11/2	Avery Elrod	11/18
Wendell_Lee Newman	11/2	Weston Bates	11/20
Jessica Widner	11/2	Michael Vogt	11/21
Millard Clark	11/3	Brandon Bearden	11/21
Yvonne Honea	11/4	Mancel Jacobs	11/22
Larry Thomas	11/4	Johnnie Lewellen	11/22
Marc Miller	11/6	Joe Riddle	11/22
Doc Holladay	11/7	William Manis	11/23
David Colvin	11/10	John Faulk	11/24
Alejandro Palatto	11/10	Chris Kinder	11/26
Frances Boussetot	11/11	David Hummel	11/26
George_Mike Hamilton	11/11	Richard Brewer	11/28
Wayne Dinkle	11/11	David Lee Schnitz	11/28
Ronald Pridmore	11/12	Pat Patterson	11/30
Jesse Sanders	11/14		

## Welcome New Drivers

Ronnie Moore  
Wendell Lee Newman  
Terry Guy  
Jeremy Vaughn  
Wendell Elrod  
Paul Mason  
Greg Fortenberry  
David Schnitz  
Robert Frost  
Frank Boussetot  
Francis Boussetot  
Gary Washington  
Mario Hernandez  
Jeremy Collier  
Jerry McDonald  
Michael Pitzing

## Welcome Back Drivers

Michael Jarrett  
Marvin Cavett  
Donald Keifer  
Billy Smith  
Richard Blanchard  
Raymond Blanchard  
Roy Jernigan  
Millard Clark  
William Kinley  
Brandon Beardon  
Charles Cash  
David Ackerman

## Comments from Tim Trivette

Hello Drivers,

As always, we hope this month's news letter finds you well and profitable. We are coming out of the month of October with one of the most profitable months we have had this year. We have been deeply involved in some major changes to our fleet and striving to meet the needs of our drivers each day.

We are excited to announce the implementation of the R.E Garrison Regional Division. I'm sure most of you are aware of this new division and the benefits it offers our regional fleet of drivers. Robert Hester and Tommy Talley have accepted the roles of the Regional Division Managers. Robert has been serving as our Driver Manager for our Dedicated Group and is now managing the Regional Division from our Cullman Office. Tommy will continue to manage the Montgomery Terminal along with the management of the staff and fleet based out of Montgomery, Al. Jessie Talley and Jon Bussey are serving as the Regional Driver Managers, and Misti Cutcher is serving as the Customer Service Rep for the Region. They have all devoted themselves to the success of this new Division and are all doing a fantastic job out of the gate as we move forward. We are running at a fleet count of around 80 solo trucks and we are already seeing an increase in the utilization of our equipment and the service of our customers. Please feel free to contact your Executive Council or Driver Manager for more information about the division.

Please continue to keep the service of our customers as your top priority. With the challenges we face daily in the market, it is essential that we are perfect in what we sell which is service. Pick up times are as important as delivery times and they all must be met each time. We are very proud to offer our customers the most professional drivers in the industry. I am sure you will continue to help us provide freight for you by servicing the freight we send you.

Please remember that you are our most precious asset to us here at Garrison. We as an operations department realize and function every day under the mind set every day that we are nothing without the professional drivers that we have. We are still focusing on your help in recruiting other qualified drivers to our fleet. Please make sure you get with your Driver Manager with any drivers that would strengthen our fleet. Thanks again for all you do. You all are appreciated more than you know.

Tim Trivette  
Director of Operations

## Note from Robert Hester, Regional Manager

I am very pleased to talk to you about one of the biggest changes at R.E. Garrison for many years. We have identified all drivers who like to run east of Dallas. We have matched up the identified drivers with our customers who offer regional opportunities. We are currently running approximately 80 drivers in the Regional Division. The goal of the Regional Division is to maximize utilization of every truck in a 400 to 600 mile length of haul. Our goals are to improve service to the customers, increase home time, increase revenue per truck, and to decrease deadhead. If you have any questions about the Regional Division please feel free to contact myself or your driver manager.

Thanks,  
Robert Hester  
Regional Manager

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*"With the challenges we face daily in the market, it is essential that we are perfect in what we sell, which is service."*

## Six Driver Tips to Improve Fuel Economy

### **Coast in gear whenever possible and for as long as possible.**

When coasting in gear, an engine consumes very little fuel. A driver can take further advantage of this “free-mileage” coasting by backing out of the throttle earlier when approaching exit ramps or reduced speed limits. Downshifting a couple of gears while coasting in gear to a stop or exit further enables drivers to get the best possible results. Backing out of the throttle at just the right time allows the vehicle to slow to the proper speed while using limited braking.

### **Use progressive shifting.**

Progressive shifting keeps the engine rpm as low as possible by using only enough rpm to get into the next higher gear and still pull that gear. For instance, in the low side of the transmission you may be able to upshift at 1,000 rpm and still pull the next gear. When in the high side of the transmission, horsepower demand increases with the road speed, requiring drivers to use more rpm to upshift into the next gear, typically 1,200 to 1,400 rpm, depending on the load being pulled.

### **Stay in high gear as long as possible.**

Downshift only when necessary. If you can get over a hill without falling below 1,200 or 1,100 rpm and not downshift, take advantage of it. The fewer rpm used to get over the hill, the less fuel used. Let the engine do all the work, instead of the driver working to keep the engine rpm within a certain range.

### **Limit idle time.**

Obviously there will be times when idling the engine is a necessity. The trick is to concentrate on eliminating unnecessary idle time. A good rule of thumb is to shut off the engine anytime you think you will be parked and away from the truck for more than five minutes.

### **Slow down.**

The single most effective thing a driver can do to improve fuel mileage is to slow down. Driving a little slower is also safer, extends tire life and minimizes the wear and tear on the truck, trailer and driver.

### **Maintain equipment.**

Service and inspect equipment properly and regularly. Clean air filters and fuel filters are especially critical to maintaining fuel mileage. If these services are not done in the correct time frame, fuel mileage, as well as the life of an engine could be compromised.

## Referral Bonuses

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Please remember our referral bonus plan. You are eligible for \$500 if you refer a driver to Garrison. After 60 days, you will receive \$150 as long as you and the driver that you referred are still employed with Garrison. You will then receive another \$150 after 90 days. Finally, you will receive \$200 after 120 days of employment. These amounts are doubled if you refer a team. The following drivers are currently taking advantage of our Driver Referral Bonuses:

Michael Brown  
Sam Cole  
Jonathan Hobbs  
Herbert Moore

Ronald Perez  
Calvin Johnson  
Willie Penn  
Alonzo Jordan

## From the Chaplain

Chaplain Olson, thank you sir, from all of us, for your gracious and selfless service.

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Greetings Fellow Drivers,

True knowledge is not to be found by looking at this world; nor the political systems; therein, true knowledge is not all the heavy psychology, logic, humanistic mindset, evolution, or sociology. Don't be deceived by the human understanding and empty delusions that man gives after the principles of the world.

According to 2 Peter 1:16, "For we have not followed cunningly devised fables, when we made known unto you the power and coming of our Lord Jesus Christ, but we were eyewitnesses of his majesty."

Have a great month! Bro. Mike Loritts

## Word from Mary Palmer

### **Anheuser Busch**

We continue to have issues at Anheuser with picking up on time. We realize that some of these loads have extra time. However, we are graded on our on time pick up as well as deliveries. These loads must be pulled out by the appointment time. The appointment time is not when the load will be loaded but rather when the load needs to be off the yard. Please help us in getting our on time pick up at all Anheuser locations to 95%.

### **New Business**

Some of the new accounts that will be starting soon: Kool Logistics which is produce off the West Coast into Atlanta. This will be a year round account and will move areas with the growers. MW Logistics will be out of Carson, CA going to the Northwest. We will be doing limited amounts with them in order to not overload, but will be consistent. Centrix Logistics will have shipments from Tallassee, AL to Greenville, SC.

We have been awarded business from Dawn Food Products. We are waiting on the lanes at this time. They have facilities in CA as well as GA. We are sure that some will be long haul with some regional possibilities as well. We will keep you posted.

We are currently working on bids for Ross Dress for Less on the long haul side which will include some team runs. In addition, we are working on a bid for OSI which will be produce for some of the more upscale restaurant chains, such as Fleming's, Bone Fish Grill, Outback Steakhouse as well as Cheeseburger's in Paradise. We will let you the status hopefully next month on this.

### **Chiquita Express**

Last, but definitely not least, is Chiquita Express. This involves not only Chiquita Brands, but also Fresh Express salads and Fresh Select (single serving fruits and vegetables). *This is one of our most important accounts.* Please make every effort to pick up and deliver on time. We are graded on both ends, but especially on the delivery end, we are held to our appointment time to the minute. If we are even one minute late, this will count against. Please let your driver manager know if you have any issues in making your on time pick up and delivery. In addition, Chiquita Express is watching temperatures very closely. Please let your driver manager know if you are having any type of temperature variance so that we can have the reefer examined for any possible issues.

Again, thank you for all you do day in and day out to make this company successful. Your efforts do not go unnoticed.

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