

December 2008

# R.E. Garrison Trucking

## Happy Birthday!!!

- Happy Birthday
- Chaplain
- Sales Update –  
Mary Palmer
- David Antaillia –  
Controller
- Truck Driver  
Health

### 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

Becky Morrison	12/2	Angel Quirarte	12/16
Carlton Musgrove	12/3	Phillip Cox	12/17
Terry Guy	12/4	James Caldwell	12/17
Gregory Jabaley	12/5	Amanda Kuykendall	12/18
Dave Myers	12/7	James Eddy	12/19
Dallas Hames	12/7	Billy Smith	12/20
Gary Washington	12/8	Darren Smith	12/20
Felton Scott	12/9	Harry Suters	12/22
Shannon Woodruff	12/9	Jesus Mendez	12/23
Wayne Downs	12/10	Donald Miller	12/25
Gwendolyn Jones	12/11	David Davis	12/25
Billy Huntley	12/11	Jesus Osuna	12/25
Kyle Hopson	12/12	Frank Vail	12/26
James Hargrove	12/13	Sergio Trujillo	12/26
Raul Rodriguez	12/13	Joey Harris	12/26
Gregory Fortenberry	12/14	Denton Widner	12/30
April Carter	12/14	David Miller	12/30
Joseph Jones	12/15	Nick Usry	12/30
Oneal Dye	12/15	Luis Morataya	12/30
Sergio Torres	12/16		

## A Word from Our Chaplain

Greetings Fellow Drivers:

Peter said, "Thou are the Christ the Son of the Living God"... Then Jesus said "and upon this rock I will build my church and the gates of hell will not prevail against it."... This is how the church is built. It is built upon the Father revealing the Son.

Hark the Herald Angels Sing Glory to the Newborn King!

Merry Christmas and a Prosperous New Year!

Jesus Never Fails.... Faith On... Doubt Off!

Amen  
Brother Michael Loritts

## Mary Palmer – VP Sales & Marketing

We have much to be thankful for during this holiday season. We are thankful that we work for a company that is working hard to maintain profitability. We are thankful for a customer base that for the most part, is profitable and works well with our company. Most of all, we are thankful for you, our drivers, that make all of this possible. You continue to demonstrate professionalism with our customers and on the road. It is because of you that we are able to continue to grow with our customers and be one of the highest service companies on the road today. Thank you!

We are pleased to announce the addition of Hal Davis as our Southeast Regional Sales Manager. Hal comes to us with many of years of experience in the refrigerated industry. He spent 10 years with Howell's Motor Freight as well as several years with Willis Shaw. He has experience in not only the sales side, but will also bring experience in the regional operational area as well. If you have any leads for the Southeast region, please let us know and we will make sure that Hal receives these for follow up.



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*“Most of all, we are thankful for you, our drivers, that make all of this possible.”*

As you may have seen, the Northwest is quickly becoming a good area for us. We have secured several new customers in this area and look forward to growing this area. These customers do ship year round and have committed to keeping us loaded even when this area is slow.

### New Customers

Leprino Foods – We have started hauling for Leprino out of Attalla and Birmingham primarily back to the Atlanta market. This is our starting point with them and they will continue to add lanes as we perform. Attalla is their regional warehouse with Birmingham being an overflow. They produce cheese products in NM, CA and CO and for the most part, ship via rail into AL for distribution. We can continue to grow with them with opportunities of additional lanes out of AL to the Southeast as well as adding lanes out of NM, CA and CO.

Johanson Transportation – Johanson is a 3<sup>rd</sup> party logistics that controls much of the freight for Land O'Lakes out of Tulare, CA. In addition, they have produce lanes that will come back to the Southeast.

Shepherd Refrigerated – Shepherd control many produce loads out of the Northwest. We will be looking to primarily come back to the Southeast with this customer as well.

### Expanding Customers

Rich Products – We are currently looking at several areas for Rich Products. Currently we are hauling 6-8 loads per week primarily out of TN to the West Coast. We will look to expand our regional capabilities with them out of TN with additional opportunities to reload back into the TN market. As well, we are working on adding more freight to the West Coast and Northwest with them out of TN. Once we get this up and running, we will be looking at additional opportunities as well.

### Bids

We have several customers that are bidding right now. We are looking to expand what we are currently doing with them, but in this economy we will have to wait and see where we land on the routing guides. Please keep in mind, if they are current customers our service is very important as they will look at this when making their decisions. Current bids we are working on: Ventura Foods, PepsiCo, FAC, Anheuser Busch, Del Monte and Ross Dress for Less. Ones that will be coming up shortly: Coke, White Wave Foods, Kroger, Sysco, Char Broil, Harry's Finer Foods and International Paper.

Again, thanks to each and everyone of you!

## Comments from David Antaillia

Our next entry date for the 401k Retirement Plan is January 1, 2009. If you are an employee and are not currently in the plan we encourage you to take advantage of this benefit. You can contact the Human Resources Department if you have any questions or need enrollment information. David Heath, a representative from SmithBarney, will be on-site January 29th. We wanted everyone to have an opportunity to receive their year-end statements before he made another on-site visit. This is your opportunity to discuss specifics about investment options and performance as well as any other questions you may have about the Plan. We generally hold two meetings in the Conference Room in the morning and two meetings in the Training Room in the afternoon. As always, you are free to contact him at anytime and he can be reached at 800-223-3758.

By now all company employees should have received their election forms for our Section 125 Premium Only Plan. This is the Plan that allows you to pay certain insurance premiums with pre-tax dollars. We are required to obtain a new election form from each individual prior to the start of the next Plan Year. When you receive your election form please complete the form and return it to the Main Office at your earliest convenience. If we do not receive your election form prior to year-end you will be treated as having not elected to continue your benefit in the new Plan Year. Therefore, any benefits that are paid under the plan will be paid with post-tax dollars. Please feel free to contact the Human Resources Department if you have any questions.

As we prepare to issue W-2's and 1099's for 2008 please be sure that we have your current address on file.

## Truck Driver Health – from This Month's ATA Newsletter

Driving a truck has a price. According to Dr. Martin Moore-Ede, a Toronto based Researcher and Fatigue Specialist, male truck drivers live an average of 15 years less than other male members of society. The average American male can reasonably expect to live to the ripe old age of 76, while truckers, statistically speaking, seldom make it beyond age 61. That's a pretty scary statistic.

The question is why? Truck drivers don't have much of an opportunity to keep fit or eat properly. Fatigue and chronic acute sleep deprivation is another. Over time, not eating healthy, and lack of exercise leads to excessive weight. When you're tired you don't feel like exercising. Studies have shown eating properly and taking as few as 20 minutes a day to walk or perform some type of exercise can reduce excessive weight and improve health.

It's never too late to start a program to improve your health and well being. First, start with asking your doctor for recommendations to an exercise program. Look for a diet that will cut the calories. Try and stay away from fast foods and high calorie foods. The daily intake for the average male is 2500 calories and no more than 90 grams of fat. Here's an example of a few snacks you might eat during a day: Mars Bar, 294 calories, 12g fat; bag of chips, 190 calories, 11g fat; and a can of cola, 140 calories. Your daily fat intake has almost been exceeded and you only have 1000 calories for the rest of the day. This is where exercise can help. Exercise helps burn those excess calories and over time will reduce your weight. Driver health is a serious issue facing trucking companies across the nation. Some trucking companies have started health programs that challenge all employees to lose weight and have rewards for those who improve their overall health. It's kind of like the television program, "The Biggest Loser", where teams are chosen and the team that loses the most weight wins the prize. Improving the health of your company employees will save money and is part of your overall safety program. A healthy driver is less likely to have an accident driving or when working around the truck.

Take the time to assess your health. Jump on the scales and see where you are and start a program to reduce your weight and improve your health. It's amazing how as little as the first 5 pounds you lose how much better you will feel. Set yourself a small goal at first and see how easy it will be to advance that goal to a larger goal and to good health.

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**EAT SMART**  
**LOOK SHARP**