

# FleetNet *focus*

FleetNet Corporate Office  
1-800-438-8961  
24/7/365

www.fleetnetamerica.com  
sales@fleetnetamerica.com



PO Box 970  
300 Commerce Drive  
Cherryville, NC 28021

## FleetNet America, Inc. Handles Two Millionth Event

FleetNet America, Inc. handled its two millionth event Tuesday, December 20, 2011. This milestone could not have been reached without our loyal customers and vendors we have partnered with over the last two decades. In 1993, the company was incorporated to allow the opportunity for other trucking companies to take advantage of our established nationwide breakdown service, meaningful data systems, etc. By 2004, we reached the first milestone of 500,000 service events handled. With the addition of new services, new customers and more managed equipment, FleetNet's next milestone was reached in almost one third of the time. The 1,000,000 service event was performed on September 23, 2007. Now, four years later managing over 500,000 pieces of equipment, we doubled the amount of events to reach the 2,000,000 event. Based upon future growth plans, we are expecting to reach the 3,000,000 milestone in about half the time it took to reach the two million milestone. FleetNet continues to grow to be better prepared to meet and exceed our customer's expectations.

## Executive Vice President of Sales & Marketing Named



*Jim Buell*

*Jim Buell* was recently named Executive Vice President of Sales & Marketing. In this position, Mr. Buell is responsible for planning, development and implementation of all the organization's sales and marketing strategies. In addition he will facilitate growth and goal attainment of new and existing accounts while working to maintain and improve customer satisfaction levels. Jim's previous experience includes sales and marketing roles in Fortune 500 companies including Procter & Gamble, Clorox and Johnson Wax. He joined FleetNet with over 30 years experience in sales and marketing.



## CORPORATE CONTACTS

**Gary Cummings**  
President/CEO  
Ext. 2681

**Jim Buell**  
Exec. VP of Sales & Marketing  
Ext. 2273

**John Wood**  
Exec. VP of Finance & Administration  
Ext. 2267

**Tim Smith**  
VP of Roadside  
Ext. 2507

**Stephen Crane**  
Sr. Director of TMCare®  
Ext. 2639

**James Williams**  
Sr. Director of Vendor Relations  
Ext. 2532

**Bryan Johnson**  
Director of Information Technology  
Ext. 2537

Look for us on:



## Executive Vice President of Finance & Administration Named



*John Wood*

*John Wood* was recently named Executive Vice President of Finance and Administration. In this position, Mr. Wood is responsible for all long-range financial matters and to establish company-wide financial and administrative objectives, policies, programs, and practices which insure the company of a continuously sound financial structure. John's previous experience includes Controller for DeWitt Petroleum, CFO of GI Trucking and Revenue Control Manager for Carolina Freight Carriers. John is a CPA with a BS in Business Administration from Mars Hill College and an MBA in Business and Finance from the University of Redlands. He joined FleetNet with over 27 years experience in finance and administration management.

## Director of Invoice Processing Named

*Craig Garrison* was recently named Director of Invoice Processing. In this position, Mr. Garrison is responsible for planning, directing and coordinating the day to day operations in three segments of the accounting department: Billing, Accounts Receivable, and Accounts Payable. These areas are responsible for 1) Receiving, processing and properly accounting for the vendor invoices; 2) invoicing the customer after applying VMRS coding and; 3) processing the payments by customers while reconciling outstanding balances. Craig joined FleetNet with over 40 years of extensive knowledge and experience in these areas.



*Craig Garrison*

## New Customers Join FleetNet Family

FleetNet America administered service for 360,000 events in 2011, as well as being responsible for over 500,000 pieces of customers' equipment in the TMcare® (Total Maintenance Care) and Roadside (emergency roadside) programs. We would like to welcome the new customers that joined our FleetNet family in the last couple of months.

A & D Environmental, Lexington, SC  
Advanced On Site Services, Pineville, LA  
AMA Transportation, Billerica, MA  
Artemis Fine Arts, Dallas, TX  
ASL Transportation, Williamstown, NJ  
Atlas Flasher & Supply Co, Mickelton, NJ  
Bergey's Leasing Associates, Souderton, PA  
Big G Express, Shelbyville, TN  
Bullocks Express Transportation, Denver, CO  
Campbell's Express, Pitman, NJ  
ChemSolv, Roanoke, VA  
Clean Harbor Environmental Services, Norwell, MA  
Coal City Cob Co., Waxahachie, TX  
Coastal Sunbelt Produce, Savage, MD  
D S Cole, Oakland, TN  
Day Break Fast Freight, Newark, NJ  
Distribution Technologies, Charlotte, NC  
Dutch Maid Logistics, Willard, OH  
Handle With Care Express, Bound Brook, NJ  
High Country Transportation, Cortez, CO

Impact Fleet Service, Sharonville, OH  
Jagtrux, Marietta, PA  
Jersey Cartage, Bellmawr, NJ  
Lily Transportation, Needham, MA  
Linden Bulk Transportation Co, Linden, NJ  
Livengood Feeds Inc, Lockhart, TX  
MC Van Kampen Trucking, Wyoming, MI  
New Rent, Kearny, NJ  
North Texas Flameproof, Fort Worth, TX  
O.S.T. Trucking, Rosedale, MD  
Pacer Energy Marketing, Tulsa, OK  
Riggins Inc, Vineland, NJ  
Rush Trucking, Wayne, MI  
S J Transportation, Woodstown, NJ  
South Mill Mushroom Sales, Kennett Square, PA  
Steelcase, Grand Rapids, MI  
Team Hardinger Transportation, Erie, PA  
Trimac Dry Bulk, Holly Hill, SC  
UTZ Quality Foods, Hanover, PA