

# FleetNet *focus*

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## FleetNet Promotes Several Sales & Marketing Leaders

**Reorganization to better enable company to provide profit improvement solutions**

*by Heather Holt*  
*Director of Marketing*

FleetNet America, Inc announces organizational changes to better enable the company to provide solutions to improve customers' business results. These changes led to several recent promotions within the sales and marketing departments.

**Paul Gildenhorn** has been promoted to the newly created role of Vice President of Customer Solutions. Paul is charged with building, equipping and leading a team of senior sales executives to deliver customer focused ideas. With over 22 years experience managing large teams of sales professionals, Paul joined FleetNet in April 2011 as a Division Sales Director covering the Northeast portion of the United States.



*Paul Gildenhorn*



*Chuck Cavanagh*

**Chuck Cavanagh** has been promoted to the Division Sales Director for the Northeast. He joined FleetNet in 2012 as a Regional Sales Manager covering New York and Pennsylvania. Chuck is responsible for managing a team of highly trained sales consultants throughout the Northeast and is tasked with generating new business, growing existing business, and satisfying customer needs in that region of the country.

**David Penley**, who joined FleetNet in 2008 as a Regional Sales Manager, has been promoted to National Account Executive.

David is responsible for developing partnerships with customers to improve their business results as well as developing new opportunities for current customers and retaining the existing customer base. David's previous experience includes Director of Customer Satisfaction with TMT (Transman) Software and various management positions with Melton Technologies, Qualcomm and Old Dominion.



*David Penley*

**Jason Salvaggio** has been promoted to the newly created position of Marketing Manager. Jason joined FleetNet in March 2012 as a Regional Sales Manager. With over 12 years of sales and marketing experience, Jason will be in a vital role to assist FleetNet in understanding the needs of customers and developing tools to better communicate the value FleetNet delivers to these customers.



*Jason Salvaggio*

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## 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

### **Paul Gildenhorn**

VP of Customer Solutions  
Ext. 2582

### **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:   



**Donna Ritter**

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**Donna Ritter** joined FleetNet in May 2008 as the Inside Sales Manager. Donna's role is now expanding and she will not only lead the customer service team, but also be responsible for the smooth running of the sales operation. As a result, Donna's new title is Manager of Sales Operations.



**Cindy Clemmer**

**Amber Dellinger** joined FleetNet in 2010 in the Vendor Relations department and moved to the Sales & Marketing department as an Account Manager in 2011. Amber is moving to the Marketing Assistant position. Her FleetNet experience, as well as her previous employment with Yellow Freight in the Exhibition/Tradeshows department, will be valuable in her new position. Amber also has a marketing degree from UNC-Charlotte.



**Amber Dellinger**

**Cindy Clemmer** will be moving to an Account Manager position from her previous position as Marketing Assistant in the Sales & Marketing department. Cindy joined FleetNet in May 2011 and was instrumental in the graphic design of FleetNet's current website and marketing collateral. In her new role, she will be managing current customer accounts and educating customers about the services we offer. Throughout her graphic design career, Cindy worked closely with her clients from the initial development of ideas to the final product. ■

## FleetNet America 2013 Tradeshows

FleetNet America representatives will be traveling across the nation again this year to meet and greet current and potential clients. Stop by the FleetNet America booth at the tradeshows listed below.

<b>TCA - Truckload Carriers of America</b>	Las Vegas, NV	Mar 3-5
<b>TMC - Technology Maintenance Council</b>	Nashville, TN	Mar 11-15
<b>PepsiCo - Pepsi/Frito Lay</b>	St Louis, MO	Mar 25-27
<b>NPTC - National Private Fleet Council</b>	Cincinnati, OH	Apr 28-30
<b>TMW - TMW Systems - Transforum</b>	Anaheim, CA	Sep 22-25
<b>ATA - American Trucking Association</b>	Orlando, FL	Oct 19-22

## New Customers Join FleetNet Family

FleetNet America administers service for 350,000+ events annually, as well as being responsible for over 1,000,000 pieces of customers' equipment in the TMcare® (Total Maintenance Care) and Roadside (emergency roadside) programs. We would like to welcome the new customers who joined our FleetNet family in the last few months.

<b>Armstrong Relocations</b>	<b>Verngne, TN</b>	<b>Metropolitan Environmental Serv.</b>	<b>Hilliard, OH</b>
<b>Baylor Trucking</b>	<b>Milan, IN</b>	<b>Mutual Express Company</b>	<b>Oakland, CA</b>
<b>Borden Transport</b>	<b>Cleveland, OH</b>	<b>Pierce Promotions</b>	<b>New Berlin, WI</b>
<b>Boston Trailer</b>	<b>W Bridgewater, MA</b>	<b>PTI Group USA</b>	<b>Vernal, UT</b>
<b>Brookshire Grocery Co</b>	<b>Tyler, TX</b>	<b>Smokey Point Distributing</b>	<b>Arlington, WA</b>
<b>Central Transportation Serv.</b>	<b>Wichita, KS</b>	<b>Southwest Milk</b>	<b>Bellevue, FL</b>
<b>DBI Transport Serv.</b>	<b>Houston, TX</b>	<b>Sumter Utilities</b>	<b>Sumter, SC</b>
<b>Delaware Valley Shippers</b>	<b>Bensalem, PA</b>	<b>Wadhams Enterprises</b>	<b>Phelps, NY</b>
<b>East Penn Logistics</b>	<b>Lyon Station, PA</b>	<b>Watson Town Trucking Co</b>	<b>Milton, PA</b>
<b>Maverick Logistics</b>	<b>Williston, NC</b>	<b>Yandell Truckaway</b>	<b>Pleasant Hill, CA</b>