



[Home](#)
 [About Us](#)
 [Contact Us](#)
 [Apply Now](#)
 [OTR](#)
 [Local](#)
 [News & Events](#)
 [Login](#)



GO!

NEWS AND INFORMATION FOR FLEET ONE CUSTOMERS

Summer 2010 Issue

New Partners



Wenatchee Valley Truck Stop, based out of Wenatchee Valley, WA, has started its Fleet One Private Label program and to accept Fleet One Local and OTR fuel cards at their truck stop. They also own Valley North Service Center, also in Wenatchee Valley, WA, and will accept the Fleet One Local card at this location.



Albuquerque, NM-based Duke City has signed up for its private label fuel card as well as to accept both the Fleet One OTR and Local cards.

Visit our online directories for the most up to date locations at www.FleetOne.com.



Fleet One Hot Seat

Get to know the Fleet One Family!

Questions:

1. What is the one thing you absolutely could not live without?
2. If you had a super power, what would it be?

In This Issue of *GO!*

[Sleep Apnea](#)

[Using Technology Responsibly](#)

[Compliance Solutions](#)

[OTR Customer Spotlight](#)

[Program Spotlight](#)

Sleep Apnea - New Legislation Shines Light on The Dangers of Sleep Apnea

Hardly a day goes by without hearing someone in the transportation industry mention Comprehensive Safety Analysis for 2010, the new safety legislation better known as CSA 2010. This is a brand new initiative the Federal Motor Carriers Safety Administration (FMCSA) has been working on for the past six years.

The primary purpose for this new initiative is to assess the safety performance of the nation's motor carriers. CSA 2010 consists of four major components: measurement; interventions; safety and fitness determination and submission of this data to the FMCSA.

One of the key safety concerns targeted for assessment and improvement under this legislation is sleep apnea. This is a serious condition that affects a person's breathing during sleep. The word *apnea* comes from the Greek word meaning *want of breath*. The primary concern with the disorder is that while it is a serious chronic health problem, it is also progressively worsens over time.

The National Apnea Foundation (NAF) estimates that 12 million Americans suffer from moderate to severe sleep apnea. Many of these people often require a late-night emergency room visit, but the NAF says only an estimated 1.5 million of sleep apnea sufferers have ever been treated. This lack of treatment may be due to the fact that most of those afflicted with sleep apnea are unaware they have it.

The condition is especially problematic for the transportation industry because it often results in reduced productivity, absenteeism, accidents and even death among drivers. There is no way to determine how many drivers suffer from sleep apnea because there is no reporting mechanism in place to gather the data. However, an article appearing in *Heavy Duty Trucking Online* indicates that one-third to three-quarters of the drivers in America experience sleep apnea.

Sleep apnea is most often found in middle-aged, overweight men, which unfortunately, is a primary demographic of over-the-road drivers. There are three basic types of sleep apnea: obstructive, central and mixed.

The sleep apnea issue is included in the CSA 2010 initiative because it causes on-the-job drowsiness. The condition contributes to accidents and near misses, late deliveries, reduced productivity—which are all serious dangers. But it will ultimately affect insurance costs and liability exposure for motor carriers.

The type of sleep apnea with the most potential danger is obstructive sleep apnea (OSA). This manifests itself in a person with chronic disrupted sleep. As a result, the person cannot concentrate, think clearly or remember throughout the day. Other common symptoms include insomnia and irritability. There are only a few effective treatments for OSA.



3. If you were on a deserted island and could only bring one thing with you, what would it be?

Debbie Edwards, Accounts Payable Analyst

1. The internet, it would come in handy on a deserted island.
2. The ability to see the future and help humanity by diverting disasters.
3. A sailboat.

Charlie Giles, Account Executive

1. Friends and family.
2. Mind Control - So I could close every sales call I have.
3. A sailboat because (1) I would probably want to leave at some point and (2) I probably wouldn't have fuel for a yacht.

Harold Joyce, Project Manager

1. Other people.
2. Flight. It would be amazing to fly as easily as birds do.
3. A boat full of food. After I ate most of the food I would go home in the boat.

Industry Events



Stop by and visit us at these shows:

The Great American Trucking Show

Booth # 15132
Dallas Convention Center in Dallas, TX
7/26/10-7/28/10

National Association of Convenience Stores

Booth # 2128/2130
Georgia World Congress Center in Atlanta, GA
10/5/10-10/8/10

These treatments include losing weight, dental appliances, nasal surgery and breathing-assistance devices. The most used treatment is the use of a breathing-assistance device with the most common choice for most sleep apnea sufferers being the use of a continuous positive airway pressure device (CPAP). The nasal CPAP utilizes a small air blower connected by a hose to a nose mask while the person sleeps. Many users say the remedy is a lot better than it sounds when describing it.

Bi-level positive airway pressure is a variation on the CPAP. Rather than receiving a constant pressure of air this device "senses" what the person needs in the way of air throughout the night. Another treatment is what is referred to as a "smart" airway pressure device. This is a new generation of treatment which incorporates flow and pressure automatic regulation systems for a person while he or she sleeps.

Sleep apnea is a serious matter to the thousands of drivers who have to deal with it on a daily basis. Anyone who thinks they may have this disorder should check out the American Sleep Apnea Association's "Snore Score" questionnaire on its [website](#). If you exhibit any of these symptoms, check with your doctor as soon as possible.

[Back to Top](#)

Using Technology Responsibly

Whether the cab of your truck looks like the electronics department of a big box retailer or a 1970's throwback museum, there's no arguing that technology continually changes the way we live... and the way we work.

For those of us in the transportation industry, many of the technological advances have helped us increase our productivity and have made our jobs easier. GPS service, for example, helps drivers and dispatchers choose the most efficient route for deliveries and make adjustments on-the-fly to avoid delays. Laptop computers and a new generation of smartphones mean drivers are always connected to the web for their email, weather and road conditions, etc. While it doesn't necessarily make for faster delivery times, satellite radio can help keep drivers alert and entertained, and eliminate the need to constantly hunt for local radio stations.



Depending on your comfort level and need, you may have adopted some or all of these technologies into your regular routine. With each of these advances and benefits comes the need to utilize them responsibly.

Recently, the federal government passed legislation that banned truck driver texting while on the move. Statistics have consistently shown that texting while driving (for everyone, not just truckers) leads to distracted drivers and accidents. Many state and local laws actually prohibited the practice before the nationwide legislation went on the books. But what about the other techno-gizmos in our lives? Certainly no one would attempt to respond to emails while navigating Atlanta traffic or instant messaging contacts at 65 mph... or would they?

The fact is that with technology comes the opportunity to improve our lives, make us more productive and maintain our human interactions while on the road. But it also presents opportunities for us to become more distracted and less focused on our most important job responsibility – getting our cargo and ourselves to our destinations safely. For better or worse, technology is not going away. It will probably become even more integrated into our lives every day. Our challenge is to balance the usefulness of technological advances with the personal responsibility of maintaining safety as our highest goal. And history shows that if we don't hold ourselves accountable, someone else will.

Michael Thompson
SVP of Sales and Marketing

[Back to Top](#)

Compliance Solutions - Keep Your Fleet Moving with Temporary Permits

Get Your Free* Permit From Fleet One Today!

You know Fleet One as a leader in the fuel card industry. Now get to know us as your source for temporary permits, as well. Give us a try – the first one is even on us! Don't let state lines be a barrier to your financial goals. Fleet One Permit Services will keep your vehicles on the road and your business in the green with:

- Trip Permits
- Fuel Permits
- Oversize/Overweight Permits



Fleet One temporary permits are:

- **Flexible** – Whichever type of permit you need and whenever you need it, Fleet One offers you two simple methods of keeping your drivers on the road. Make your request online at www.FleetOnePermits.com or call 877.251.7639.
- **Affordable** – You purchase only the permits you need to keep your drivers and vehicles on the right side of the law.
- **A Compliance Tool** – Regardless of where your drivers travel, Fleet One Permits keep them legal. No more worrying about state-to-state rule inconsistencies and fines.
- **World-Class Service** – Fleet One is committed to providing the best Customer Care in the fuel card industry, and our Permits Department is no exception. Our agents focus exclusively on our Permits customers and ensure prompt delivery so you can keep your vehicles moving, and legal.

Call Fleet One Permit Services today at 877.251.7639 or visit www.FleetOnePermits.com.

*Fleet One will waive its service fee from your first permit order.

[Back to Top](#)



OTR Customer Spotlight - Fleet One Fuel Cards Work For The Beverage Works

Customer loyalty is one of the most valuable assets a company can "own." And, Jeffrey Brown, Vice President of Operations is definitely loyal to Fleet One. "Fleet One makes my job easier and my company more profitable." notes Brown. "Other firms we have worked with did not offer the rebate we receive from Fleet One. Another thing I really like is the user-friendly online reporting that helps me know, at-a-glance, how much fuel we have used."



The Beverage Works, headquartered in Wall, New Jersey, is the sole distributor for Red Bull in New York City, Long Island and New Jersey. The task of making Red Bull products available to its 18 million customers on a 24/7 basis rests on the Beverage Work's fleet of 150 vehicles.

"We maintain four warehouses in our distribution area," adds Brown, "So it is necessary that we keep these cars and trucks moving with the least amount of hassle for our drivers and delivery people. This would not be as easy for us if it weren't for the high level of customer service we receive from our customer service representative, Melissa."

Operational proficiency and efficient distribution operations are an integral part of the core values of The Beverage Works. So, fueling the firm's fleet of vehicles is key to their success.

[Back to Top](#)



Program Spotlight

Appreciate your freedoms? Thank a vet! Here's one way to do that.

There's a lot of talk about supporting our troops, and Fleet One has come up with a way for you to save money AND show your gratitude to our military. When you fuel up with your Operation Homefront fuel card, Fleet One will make a donation directly to the organization. Operation Homefront provides emotional, financial and morale support to our service members, the families who are waiting for them to come home, and for wounded warriors when they return to their daily lives.



Sign up for the Operation Homefront fuel card and say, "Thank you!", to those who put their lives on the line everyday to keep this great country of ours free. For more information about the Operation Homefront fuel card, visit

www.FleetOne.com/operationhomefront or call 866.51SALES (866.517.2537). You may also pick up more information about the program at the **Great West Trucking Show** in Dallas (**Booth 15132**).

[Back to Top](#)

