



NEWS AND INFORMATION FOR FLEET ONE CUSTOMERS

GPS Finding a Place in the World of Trucking

There once was a time when a trucker needed only a map and a good sense of direction to make a successful run and get his paycheck. Hopping in the cab with a manifest in his pocket, an atlas on the passenger seat and maybe Rover to keep him company, he was all set to fire up the rig and head out. Well, Rover may still be along for the ride, but now the manifest and the atlas—in the form of some type of GPS system—are on his laptop, along with a wealth of other information that will help make the trip a success. Yes, technology has reached the point that a trucker can tap a small screen and get truck-specific directions anywhere in the U.S. or Canada. What's more, the GPS system can help save hundreds, perhaps even thousands, of dollars in fuel costs over a year's time because today's GPS systems can guide the trucker past congestion bottlenecks, construction projects and around recently-closed roads—information that was not readily available less than two decades ago.

"In the current economy, it is crucial to obtain information regarding all things

that impact the profitability of a fleet's business," says Tom Wagner, vice president of strategic markets at FleetOne. "The marriage of GPS and fueling information provides an excellent opportunity for management to better manage their fleet." (See "Fleet One News" for more information about Fleet One's GPS service.)

What's more, it's no longer necessary for fleets to forward this critical information to the driver on the road. A recent innovation is an in-cab, all-in-one system specifically designed for professional drivers with everything built in—map data and software in a very slick 4.3-inch device with a large screen that is finger-friendly for large hands. The in-cab solution, when used in combination with other fleet management systems offers carriers more opportunities to save time and money. Truckers are learning to use in-cab GPS systems to their advantage, and ultimately to their company's advantage. Think about the times a driver heads into an area unfamiliar to him and maybe even his dispatcher. In-cab GPS systems offer a turn-by-turn



direction to the delivery location. Even if the trucker thinks he's taking the correct route to his final destination, in-cab systems can re-calculate a route if the driver takes a turn not specified in the dock-to-dock route designated by the carrier.

More and more truckers are welcoming GPS systems into their cabs because they know carriers are using those system to calculate mileage to determine driver pay. It's true that GPS tracking systems, and even in-cab driver-friendly units, that might have been considered a luxury only a few years ago, are now a necessity for a successful, profitable fleet.

Fleet One NEWS



TEXTING

In March 2009, Fleet One began offering "Location Finder" texting service to customers. This new no-fee service allows drivers or employees on the road to use mobile phones and the Internet to find fueling locations more easily.

Customers can use the site to search and sort locations based on criteria they choose. Through

the database they can further search store listings for fuel type and brand, and receive contact information and directions for the location. "Location Finder" is a free service to all Fleet One customers, is available now, and can be accessed by sending a text to 48696 with the message: FLEETOTR (for Over The Road drivers) or FLEETLOCAL (for Local drivers). For questions, call: 800-359-7587.

Please note: standard text message and Internet access rates apply and can vary according to carrier terms.

Fleet One NEWS

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GPS

Fleet One now offers GPS service to customers, providing fleet managers ability to track assets and cut costs. With GPS, managers receive reports of maximum speeds reached, distance traveled, arrival/departure times, and length of time at one location. They can monitor idle times, out-of-route miles, and the routing feature provides a breadcrumb trail of the path vehicles have traveled. For more information call: 1-866-51SALES.



Pilot Expansion

Road Ranger LLC has entered into an agreement to re-brand the diesel side of their Truckstops with Pilot Travel Centers LLC. This partnership will allow Road Ranger to continue offering the diesel fleet customers the same great service and store amenities at the Road Ranger stores, along with Pilot's competitive pricing on diesel fuel and other Pilot amenities. This partnership will expand Pilot Travel Centers locations by 23 additional locations in IL, IA, IN, MO and WI.

Pilot will also open two new locations: Atalissa, IA (Formerly the Atalissa Truck Stop at I-80, Exit 265) and Brooklyn, IA (Formerly the Brooklyn Shortstop at I-80, Exit 201).

OFF THE ROAD

Moving Forward

Fleet One: Same Great Service, New Opportunities to Grow!

In September 2008, the Fleet One Management team joined forces with LLR Partners and FTV Capital to purchase Fleet One from SunTrust Banks, Inc. Any time there is a change in business ownership there are the inevitable questions of: Why is it necessary? What's going to happen? How will this affect my service?

Those are reasonable concerns and I can give you positive answers. We are pleased to share with you, our loyal customers, that in this case, change is good.

By taking this opportunity to become independent, we are allowing ourselves more growth potential and the freedom to expand our products and services.

You can continue to rely on our excellent customer service and the quality products we offer. That won't change. What you will see is a renewed commitment to innovation in what we provide to equip you for success. Being privately owned gives us the assurance that our investors



Michael Thompson
SVP of Sales and Marketing

and our leadership are aligned in their goals for the company.

We are currently working on some new and exciting enhancements to our systems, and looking into new products and services to aid in your fuel management.

We are thrilled by the continual support and positive response from our customers; and, we are dedicated to serving you in new and ever improving ways well into the future

Invoice Control Improves Cash Flow

Fleet One Factoring Eases the Pressure in Tight Economic Times

With financial hardship sweeping the nation, everyone has cash management on their minds. Fleet One Factoring is a smart way to secure the cash needed to manage business operations.

Fleet One works with shippers and brokers on behalf of transporters to collect on funds due for service. We purchase invoices and freight bills—assuming the responsibility of accounts receivable—and advance the money, allowing quick turn around and increased cash flow.

We are able to relieve owners of the hassle and headache of collections so they can focus their efforts on expanding their business and remaining competitive in the marketplace.

Fleet One Factoring can be tailored to meet the needs of any company, offering flexibility and peace of mind.

PRODUCT SPOTLIGHT



WHAT OUR CUSTOMERS HAVE TO SAY:

"Fleet One has made adjustments for my business to help us grow. The personal professional touch is what keeps me coming. I've been with 2 other factoring companies and there is no comparison in the quality of services or relationship."

Ezell Scruggs
VP of Operations
S.E.S. Transportation

"Fleet One Factoring has been a great help to my business. They provide funding very quick - overnight in most cases. The Fleet One staff is extremely efficient and courteous."

Billy Williams
Billy Williams Trucking

For more information on how your company can benefit from Fleet One Factoring Service call 1-866-51SALES, or send an email to: info@FleetOne.com.

OTR SPOTLIGHT



Reagent Chemical Going a Long Way with Fleet One

As the nation's largest marketer of hydrochloric acid, Reagent Chemical services the food, energy, steel, and industrial sectors of manufacturing. Their top priority is the safe and efficient delivery of their products. With multiple terminals across the country, effectively managing such a vast fleet can present a big challenge.

Before joining Fleet One, each of their various locations used different sources for purchasing fuel. Now, with the Fleet One

fuel card, they have consolidated into one purchasing method that enables them to fuel their fleet with convenience and affordability.

Bill Halloran, Manager of Planning & Analysis for Reagent says of Fleet One: "Fleet One's hard work, dedication, and customer centered quality service was critical to the successful implementation of the Fleet One fuel card for Reagent Chemical's account. We have come a long way since our first gallon purchased with Fleet One."

Partners in Business

PARTNER SPOTLIGHT

Partnering for Success

Since its inception in 1998, Overdrive Magazine has been offering "Partners in Business" (PIB) as a valuable resource to Owner-Operators in the trucking industry. The PIB manual and business training program is an indispensable tool providing advice, information and resources for both new-comers and seasoned independents.

Overdrive and PIB have recently teamed with Fleet One to offer the PIB fuel card. The PIB Fuel Card combines smart information management with real savings to give business owners a fool-proof solution to their business needs.

The PIB fuel card features a large fuel network of more than 5,400 truck stops, cash price at the pump, fuel rebates, and a low transaction fee. Other money saving solutions such as Fuel Management Expertise, Online Permit Services, Emergency Tire Replacement Service and GPS are part of the package.

One of the biggest concerns of a new business

owner is acquiring credit and coming up with funds for operations. With Fleet One's consistent record for the highest credit approval rate for new fleets, getting borrowing power is one less worry. Brent Hutto, senior account manager at Randall-Reilly explains, "Overdrive and Partners In Business strive to offer the best tools for success to the owner-operator that allow them to save money and run an efficient business. We feel that partnering with Fleet One through the PIB fuel card is another way for us to achieve this for the owner-operator."

Interested Owner-Operators can get more information about the PIB fuel card online at www.partners-in-business.com or by calling 1-877-251-7619.



Fleet One NEWS

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Kangaroo Accepts Fleet One



Fleet One Local is accepted at over 300 Kangaroo locations. Over the next couple years we will expand this to include all 1,500 Kangaroo stores. To see which sites accept Fleet One Local now, see our online site directory or text FLEETLOCAL to 48696.

Private Labels

Fleet One now has more sites and also processes the private label fuel card programs for the following:

Byrne Dairy

Based in Weedsport, NY, with over 50 stores in New York state. Locations in the following cities now accept the Fleet One Local card: Rochester, Utica, Finger Lakes, Old Forge, the Southern Tier, and Syracuse.



Beacon & Bridge

Located in Flushing, MI. Use your Fleet One Local card at any of their 27 locations.



PDQ Food Stores

Operating out of Middleton, WI. Over 45 locations in Wisconsin and Minnesota now take our Fleet One Local card.



Fleet One NEWS

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Fleet One Goes Green!

In an effort to cut down on waste and contribute to the protection of our environment, Fleet One is implementing these measures following the 3-Rs principle:

Reduce

With this issue, Fleet One Go! is an online newsletter, reducing a significant number of the copies printed.

We are encouraging our customers to utilize the electronic billing and payment options. For more information: call 800-359-7587 or visit our website.

Online meetings have significantly reduced staff travel, cutting emissions produced by transportation.

Reuse

No more Styrofoam cups at Fleet One! Everyone has personal reusable coffee mugs. While we are continuing to use our current supply to avoid waste, we are transitioning into cardstock made from recycled materials - you'll notice the different tint of the cardstock.

Recycle

Letterhead and envelopes are not only made with recycled material, but are recyclable themselves which cuts down on further contribution to waste. We are recycling the majority of the paper generated by our operations and looking for other ways to properly dispose of recyclable materials.

To make your office more green, check with your local public works department for recycling services in your community; or, visit www.greenbiz.com for tips on how to run a more environmentally friendly business.



EVENTS

National Association Fleet Administrators
Booth # 423
04/25/2009 - 04/26/2009
New Orleans Convention Center
New Orleans, Louisiana

NACSTech
Booth # 618
05/18/2009 - 05/20/2009
Gaylord Texan Resort
Grapevine, Texas

National Private Truck Council
Booth # 112
05/3/2009 - 05/5/2009
Nashville Convention Center
Nashville, Tennessee

Government Fleet Expo
Booth #
06/8/2009 - 06/10/2009
Crowne Plaza DIA Convention Center
Denver, Colorado

Texas Nursery/Landscape Association
Booth # 316
08/14/2009 - 08/16/2009
Dallas Convention Center
Dallas, Texas

Great American Trucking Show
Booth # 13137
08/20/2009 - 08/22/2009
Dallas Convention Center
Dallas, Texas

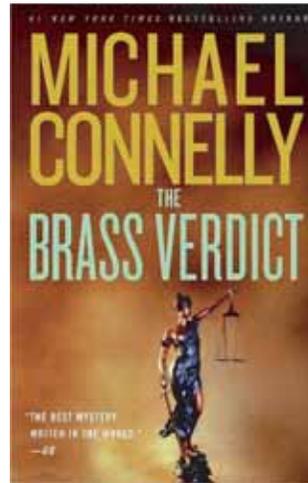
The Brass Verdict

By Michael Connelly

Michael Connelly's latest novel brings together two of his most popular characters-Det. Harry Bosch and Mickey Haller (The Lincoln Lawyer)-in a multi-murder mystery that won't disappoint.

In *The Brass Verdict*, Mickey Haller has inherited a law practice from murdered colleague, Jerry Vincent, right in the middle of the trial of the decade. His new client-a Hollywood mogul-is on trial for double murder and Mickey must piece together the case from what's left of the records pillaged by the attorney's killer. Bosch reluctantly joins forces with Haller to protect him from becoming the next victim and solve Vincent's murder.

One of Connelly's gifts as a writer is his ability to bring a recurring character into his novels without leaving the reader confused about his past or bogged down in recapping previous events. Connelly is at his best in this latest project and the page-turning drama is in full



BOOK REVIEW

force. Fans of Harry Bosch won't get a heavy dose of him, but will enjoy seeing how he operates from another point of view. The story is full of dramatic twists that involve corruption, manipulation, and a revelation out of left field that will leave you wondering: "When can I have more?"

Available Now!

Other Audio Books New Releases and Bestsellers available through retailers or by download:

The New Adventures of Mickey Spillane's Mike Hammer read by Stacey Keach - new adventures from a classic favorite.

Drive Time: Spanish by Living Language (other languages available) - capitalize on your driving time by learning a new language.

Don't Know Much About History by Kenneth C. Davis - a humorous, but informative look at the highlights of world history.

Fleet Referral Form

For referral program details, call us at 1.866.51SALES.

Prospective Customer Information

*Company Name _____

*Contact Name _____

*Phone Number _____

Number of Vehicles _____

*City & State _____

Your Information

*Your Company Name _____

*Your Name _____

*Your Account Number _____

Your Email _____

*Required

We'll give you an online gift valued at \$25 for every Fleet One® customer your referrals create. Just fill out this form and fax it back to 888.310.1988. What's the gift? You have a variety of choices. To see a sampling of gift options, visit www.FleetOne.com/gifts.