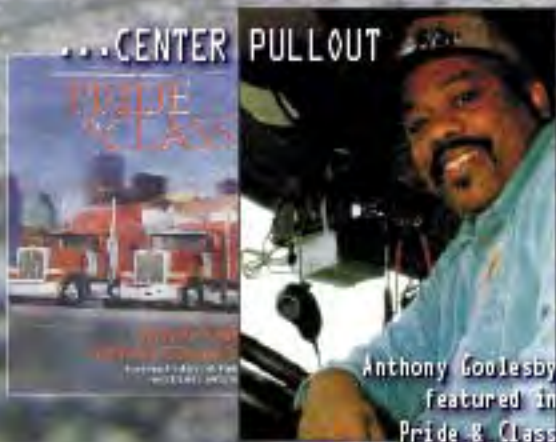


K Ltd. connection

Fall/Winter

Vol. 4 No. 11

Workshop on Safety | Elko CR-205, MI - BYRON, IN



President's Desk ...2

Corner Office ...3

Bulk Transporter visits ...4

New 606 Terminal Manager Steve Kozma/
606 Driver Appreciation Day ...5

Health Info/
Terminal 602 update ...6

Driver Spotlight ...7

Maintenance & Performance ...8

On the President's Desk...



As the season has turned from autumn to winter it is hard to believe that the year 2006 is rapidly coming to an end. It has been a year full of extreme excitement, and at the same time it made all of us practice the virtue of patience. As we have experienced many difficulties throughout the past several months, several out of our control, we believe that 2007 will bring new and wonderful opportunities to K-Limited.

Senior Management has been working diligently with our current customer base to broaden our scope of service to their alternate facility locations and we have had new customer partners knock on our door. Based on your efforts in continuing to raise the bar in customer service, safety and performance, it has allowed K-Limited to strengthen our commitment and position ourselves for these new opportunities. Therefore we must focus and continue to travel down the road successfully and illustrate our K-Limited "Pride, Professionalism and Performance".

2007 is also a landmark year for K-Limited as we celebrate our official "10 Year" Anniversary on January 15th! It has been 10 years of blood, sweat, at times tears and a tremendous amount of hard work by everyone. Some of you have been here since day one and some of you are the youth in K-Limited, but you are all an intricate part of this company and have made a "what if" ten years ago into an "it is" reality. I am truly proud to be a part of such a wonderful group of true professionals.

I personally want to wish you and your families the very best this Holiday Season and hope they are filled with warmth and happiness. Be safe in your journeys.

Merry Christmas and Happy New Year!

Drive Safe!
Kim A. Kaplan

FREE TURKEY!!

Yes, K-Limited Santa has decided that the "goodies" for the Professional K-Limited Drivers this year will be coming via a truck, not a sleigh.

This year K-Limited will be giving each driver a "Christmas Turkey". It will be up to you to come see Santa (Terminal Manager) and pick up your bird! Due to the fact we do not have the refrigeration storage capacity we need your help. Here are the dates that you will need to make arrangements to pick up your Christmas present.

HAMMOND: DECEMBER 05
TAYLOR: DECEMBER 05
TOWLEDO: DECEMBER 02

The Fuel Line

May 1, 2006 we opened our account with EFS under the name of K-Limited Carriers. Since the inception of this account we have gone paperless with **Flying J**. What this means is that we receive \$.05 for each gallon of gas we purchase at all Flying J's. Think that sounds like nothing? Remember Office Space? To date we have received \$672.40 in rebates from May through September. This is a great incentive for us to use Flying J's whenever possible.

Pacific Pride gives us an \$.08 discount for each gallon we purchase at Pacific Pride. This not only includes the stations here, but any of the stations across the country. Our average discount per/two week period is between \$450-\$550.00. This means we save between \$10,400 and \$14,300 per/year.

That is a very substantial savings to your company.

Warren Oil in Hammond, IN offers a discount as well. Warren doesn't give us a set discount amount. Warren locks in the lowest price on Sunday through Saturday each week. If the price goes up we stay the same though out the week.



So, if at all possible, please fuel at a **Flying J, Warren Oil, or Pacific Pride**.



K-Ltd. Connection is published by K-Limited Carrier, Ltd., edited by Phillip L. Kaplan. Contact: (877)865-5583 OR fil@youramericantypewriter.com



New Hires as of July 1, 2006:

— 606 —

Steve Kozma
Leroy Golden
Daniel Kopec
Daron Olenus

— 601 —

Louie Prophet
Tim Lewallen
Nick Frueh (did he ever leave?)

Upcoming Birthday's

DEC • 2 – Johnnie Robinson
3 – Steve Cramer
9 – Daniel Kopec
19 – Ron Buchholz
25 – Kim Kaplan

JAN • 1 – William Winston
12 – Dean Kaplan
17 – Todd Carder
19 – Franklin Cain
22 – Chip Sider

FEB • 2 – Rob Born
3 – Don Watson
10 – Matt McDonagh
13 – Duane Pribe
17 – Ed Storey
19 – Jerry Culp
26 – Leroy Golden
27 – Rori Burle
28 – Aaron Simpson

MAR • 1 – Rick Buchholz
7 – Jim McClain
20 – Rob Walker
31 – Steve Shirkey

APR • 5 – Bobbee Clawson
16 – Roger Lane
21 – Larry Howard
29 – Steve Comer
30 – Anthony Goolesby

MAY • 1 – Danny Carter
4 – Steve Kozma
7 – Heather Moore
19 – Terry Newsome

JUN • 2 – Shari Marcy
5 – Susan Smith
8 – John Wolf
20 – Tim Buchholz
21 – Robert Musgraves
27 – Bill Scruggs

In the Corner Office

by *Dean Kaplan*
C.I.O.

As 2006 scurries to the end, it brings me to times of reflection and positive insight to a new year. Enormous changes happened within our infrastructure in 2006 and as I stroll back through the past 12 months, my thoughts bring both highs as well as lows. We can use these marks to set goals as well as our mission for the new year.

Within any solid organization, most will tell you the beginning always starts with people and to that I feel we have accomplished the task of building Your company — K-Limited Carrier — with “Exceptional People” who exemplify commitment, relishing our industry challenges like rising equipment, fuel, and insurance costs... just to identify a few. I don't have to mention names, because whether it be in our driver base, safety, maintenance, operations or senior management, I view you all as winners who will help guide us as we move forward into 2007. I commend all of you and offer my most sincere thanks for your accomplishments and your insight.

When speaking of the future, it can resemble fact or fiction; I personally take the side of “Controlled Direction,” for we must always exercise patience to garner a secure future.

With a mission of patience we can continue to improve as an organization, enabling us to treat all of our people in the manner they have earned and deserve. Never take things for granted within your career, stay away from the shortcuts, stay safe. Be kind and sincere to your cohorts and I truly believe you will find the strength within yourself to face the most difficult of day-to-day challenges. This could be at home, in the office or on the road in a strange, far away place. If you stay focused — thinking positive — you will accomplish your mission as well as ours and we will all be better people for it, as will Your company.

Enjoy your “Holiday Season,” be safe and kind to everyone you come in contact with and we will all take the path together.

Here's to 12 months of black ink in 2007... Enjoy yourselves and have fun!





Welcome STEVE KOZMA

-Terminal Manager, 606



MARY DAVIS TIES Bulk Transporter visits K-Limited

The Associate Editor of the trucking trade magazine Bulk Transporter made her first ever trip to Toledo in September, visiting K-Limited and touring our facilities for an upcoming feature in the popular industry publication.

Hailing from Houston, Texas, we found she is plenty familiar with trucks, travel and college football rivalry - three constants around here. When Mary visited, the first order of business on our end was to pull around the Ohio State and Michigan cabs owned by Clyde Mitchell and Rob Walker for pictures. It was a lot of fun, though the day wasn't particularly bright.



She talked about traveling all over the United States and Canada for B.T., and the big rivalry in her woods: being the Texas versus Oklahoma game, the big in-state rivalry being Texas versus Texas A&M. She said, "Though it's heavier on the A&M side, you know, there like a small dog that keeps barking."



Mary then sat down for real truck business, listening to Kim and Dean explain the K-Limited world, which to digest may require the full garnish of her nine years with B.T. and decades of newspaper journalism experience.

Though it was her first interaction with the K's of K-Limited, "I knew about K-Limited from the industry." Our good reputation hath proceeded us.

Mary "really liked the enthusiasm of Dean and Kim. They're just terrific. K-Limited was started in a tough time, that's what makes them so good, because they survived things like huge increases in insurance rates and a worsening economy. And I really like the rivalry between them, between Ohio State and Michigan... And of course I love to see a woman involved in the leadership."

So do we.

The K-Limited feature in Bulk Transporter is available now.

K-Limited Carrier has its new man for "K-Limited West," our Hammond, Indiana, terminal. Hired in August, Steve Kozma hopes to improve upon Terminal 606's 'Pride, Performance and Professionalism.' Says Steve, "I want to make Chicago the lime light of K-Limited... More drivers, more customers. Just grow."

He is glad to have a good core already in place though, saying they're a good bunch of guys with good attitudes.

Steve is a younger guy. A former athlete. Now a golfer (wink). A White Sox fan. And a guy who loves a good great steak. He wears Florsheim shoes, black. Wife of seven years is named Danyelle, the relationship started as a friendship 12 years ago. Mom and dad are in business and are travelers, dad especially. "When there was that report of the blown hijacking [in London], my first reaction was to call my parents because my dad travels almost everyday. In fact, during 9/11 my dad owned a company in New York."

For college he went to Vincennes - in S. Indiana - for a year, then transferred to play "some college basketball" for the Jordan Iron Workers near Flint, Michigan. He was a two, or shooting guard for the Division III school. He trained in business law but "got right into orthopedic sales, rather than finish [at Jordan], because I started making good money on a total commission basis, which can be phenomenal or not so great."

That was around 1990 and about 1996 Steve finally got into golf - "it's amazing, I grew up dribbling a basketball and laughed at people who played golf, but I picked up clubs when I was 27 and now I'm on the course when I get free time" - and transportation, about which he says, "We're

all strange birds for being in this business... You either have the itch for it or you don't, but I like it."

Prior to K-Ltd., Steve was at Central Transportation for about four years as a Pick-up and Delivery Manager in charge of 38 drivers.

"K-Ltd is different than the LTL background that I've been in," says Steve, "But it's very interesting. I think I can grow to love it. Liquid bulk has a great future... A lot of transportation companies close up. I worked for Roadway Express, that's a big company, a 610-door facility - I didn't think they'd ever go under, but they got bought out... A lot of the people I grew up with there were gone, so when I saw the signs I got out of there. I've got much better feeling about the security of liquid bulk, there'll always be someone to move it."

Steve says at some point, "[I] would like to be overseeing all facility operations. Within a year, I hope to grow facility to 35 drivers, and move out of this terminal - which is tiny, guys bump in to each other already. I want to grow this Chicago land based territory up, and I think I can because I've worked in this area my whole career."

Remember when the Chicago Bulls were great, when Michael Jordan was great, and they started the whole turn-the-house-lights-down-and-have-a-crazy-introduction-ceremony-for-EVERY-home-game-with-a-slick-video-highlights/graphics-montage-and-Alan Parson's Project's-

dynamic-Pink Floyd-esque-song- Sirius-blasting-like-you-were-on-a-rocketship-to-basketball-fantasy-land? Remember how great that was? And the legendary Ray Clay - the Bulls' public address announcer with that unforgettable guttural boom for a voice - always announced MJ last, adding all this bravado. Everyone's freaking out, Clay yells, "...at guard... 6'6"... fffrrrooommm NORTH CAR OLINAAAAAAAAAAAAAAAAAAAA!!!! MICHAEL JORDANNNNNNNNNNN!!!!!!!!!!!!!!!!!!!!

Wow, that was the best intro ever. Even though every team does it now, the Bulls version is the only one to still give goose bumps when you see reruns. Jordan was a two-guard.

So, let's all give Steve Kozma an original Ray Clay, United Center going ape, flash-bulbs popping, kind of welcome.

...at Terminal Manager... 606... fffrrrooommm HAMMOND, INDIANNNNNNNNAAAAA!!!!!!!!!!!!



On September 23, 2006, K-Limited treated it's Hammond Terminal to a Driver Appreciation Day with the Chicago White Sox of America's Major League Baseball. Maybe you've heard of them? Anyway, it was great fun: Robert Born broke his diet, Danny Carter prayed for the rain to stay away, Jim Thome hit an early homerun, Aaron Simpson and Heather Moore and her two kids thrilled as Thome rounded the bases. Cellular Field even flashed a welcome to us on the big scoreboard. When the heavy rains did come, Bob Musgraves used a special umbrella to stay dry. Cute, eh? Many people left, but not K-Limited. We stayed through the long delay to watch the Sox come back five runs and beat the Seattle Mariners 11 - 7.



WELCOME!

Tim Lewallen to Dispatch



Tim Lewallen is new, hired in late October, but not that new.

The 601 dispatcher has been in the transportation industry for 22 years — at Matlack for 15 then Distribution Technologies for seven. And way back when K-Limited was renting space at the old St. Rt. 163 building, Tim helped us out with some odd jobs.

He decided to join the K-Limited fam because he wanted "to be closer to home (Perrysburg)... and there are nicer people here."

His goals here are to, "Grow with the company and create new jobs."

Tim is married to Lori and they have two children, 22 year old Tim, Jr. who attends the University of Toledo and 19 year old Jessica who is starting beauty school.

For fun besides the family, Tim enjoys refereeing soccer and umpiring softball.

And finally, Tim enjoys athletics from The Ohio State University.

The scales tip ever further to the scarlet and gray.

Welcome, Tim... and GO BUCKS!

Shari shares a word from Terminal 602

Most everyone knows by now the Detroit terminal has moved out of Taylor. Some drivers are parking at Phillips in Gibraltar, some at Phillips in Detroit and some park at Schrader Tire, at East 41 off of I-75. All the equipment is at Phillips in Detroit.

I want to thank all my drivers for the support and team work you all pulled together to get 25 trailers plus all your tractors moved to our new home. Once you found out the situation you all pulled together, and helped make a potential big problem into a little two day solution. I cannot express how wonderful you all were and how proud I am of you.

Things are going pretty well at Phillips. They have made a big commitment to K-Limited in improving our new home and making sure to take care of our trailers.

Also we have two dedicated team player pre-loaders that have taken the yard as their own and made a K-Limited area on the east side of the yard. Don and Rod work very hard to make the delivery driver's job easier and when you hook to a trailer to deliver it is ready to go. All the paperwork is now protected from the elements inside Phillips in a loaded paperwork tray.

They have asked me to tell all the drivers dropping trailers to drop them in that East side of the yard by the fence. Please respect this request as it only helps everyone.

I also want to thank you all for hanging in there during our slow period. I know it got frustrating for everyone but there is light at the end of the tunnel. We have been bidding on new freight and Sopus seems to be getting back to its normal business.

Again, thanks for all your help and team work and when you get a chance take a look at the area at Phillips and help to keep our part of the yard neat and organized. Kudos to you all.



Date of Hire Anniversaries:

- 1 Year:** Nedal Krinas – JAN
Kirk Berger – MAR
Jim McClain – MAY
Al Richardson – MAY
Steve Shirkey – APR
Chip Siders – MAR
Don Bugaiski – MAY
Rodney Everett – JUN
Steve Kosin – FEB
Roger Lane – MAR
Bob Musgraves – APR

- 2 Years:** Matt McDonagh – DEC
Mark Kratochvil – DEC

- 3 Years:** Dan Hedges – JUN
Kristi Thurston – MAR
John Spurling – MAY
Rob Born – MAY

- 6 Years:** Charlie Sherman – JUN

- 7 Years:** Susan Smith – APR

- 8 Years:** Rick Buchholz – APR
Rob Gruenke – MAR
Paul Gray – MAR

- 9 Years:** Gerry Notman – MAY

- 10 Years:**
Ronald Buchholz – JAN
Steve Cramer – JAN
Ron Hawkins – JAN
Duane Pribe – JAN
Dean Kaplan – JAN
Kim Kaplan – JAN

— RE: HEALTH SAVINGS ACCOUNT (HSA) —

With the end of the year approaching, we at K-Limited Carrier are thinking about our health insurance renewals. We have all seen the cost of health insurance increase and we have experienced increases in our out of pocket medical expenses. Each year we do everything we can to evaluate every health insurance option available.

An HSA allows you to have your own Tax-Free checking account. You are able to have payroll deductions made and deposited into your Health Savings Account on a Pre-Tax basis. The money in your HSA account can be used for medical expenses. Medical expenses include things such as:

- Health insurance deductibles
- Out of pocket medical expenses
- Dental services
- Eyeglasses, contact lenses
- Over the counter medications
- And many, many more....



The money that is contributed to your HSA is completely yours and unused money can be rolled over from one year to the next.

There are several requirements that must be met to obtain an HSA:

- You must have a "high deductible" health insurance plan (like the one we have now).
- Office visits and prescription drugs cannot be covered until after you have met the deductible. Once the deductible has been met, they will be covered 100 percent.

Beginning January 1, 2007, we will be offering the HSA accounts to all employees who are interested. However, those who would like to keep to the more traditional plan will be able to do so. For those interested we would like to have an informational session where all of your questions can be answered.

Please do not hesitate to call Kristi Thurston at (877) 865-5583 with questions or concerns.

DRIVER SPOTLIGHT



by Nedal Kinar



The Driver spotlight is a new addition in the Connection, started to introduce drivers from different terminals to their fellow comrades; to find out what makes us diverse and what makes us the same — to connect. In each Connection one driver from each terminal will be chosen. Drivers featured in this Connection were hand picked by their immediate supervisor for going above and beyond in their day-to-day duties. If you are interested in more info, please contact me at T601.

— NK

Rod Everett began working for K-Limited on June 20th of this year. He lives in Carleton, MI with his finance' Judy. They are looking forward to getting married next summer. When he is not working as head pre-loader for Detroit he enjoys riding his '98 Harley Road King, snowmobiling and having BBQ's at his home. During the summer he and Judy enjoy hitting the open road on the Harley. Before K-Limited Rod was a driver for Sygma Transport for seven and half years and then made his move to become a transportation supervisor. When asked what he liked about working for K-Limited he said, "I really enjoy working with Don Bugaiski and would like to thank Ken Gilbert for the excellent training and directions."



Roger Alan Lane was hired March 6th of 2006 to K-Limited. Roger is married to Jo Ann Lane and has a daughter, age 10 (Grace). Roger grew up in South Holland, IL (Chicago area) but now lives with the family in Griffith, IN. The Lane family is devout Christians; enjoy camping, horseback riding, entertaining friends and family at home. Grace plays soccer and is learning piano; Jo Ann loves shopping at thrift stores and garage sales; Roger has about five years truck driving experience, has had some computer Programming training, has run the Chicago Marathon (many years ago), and enjoys doing projects around the house.

Pete McDonagh started his career with K-Limited in July of 2003. Pete lives in Toledo with his girlfriend Elizabeth Smith and their daughter Madelynn who is five years old, who has inherited the McDonagh smile. He enjoys hanging out with his brother Matt at Nick & Jimmy's, watching NASCAR, drag racing and hockey. One of his favorite things to do is to take his daughter to the park. Pete said that what he likes most about working at K-Limited is he given his dispatch and is left to take it from there.





From Under the Trucks

by Paul Gray - by Kaplan

Seems like only yesterday I said "Wow winter is finally over." Well it's back!! And so are all the issues that go with **COLD**. The summer saw ten new "9200-I International" tractors put into service and many improvements made in and around our Toledo terminal. Also a few new faces are on the scene! As summers go it was a pretty good one, trust yours was as well.

Like I stated above, winter brings issues. Here are a few I feel need mentioning:

• **TRUCK PARKING** - Please park your personal vehicle in the parking lot or in your assigned spot for your tractor - the parking is limited and your cooperation is a must.

• **PLUG IN TRACTORS** - And when in the yard please put your electric cords back on the posts and hooks!

• **FUEL** - Don't let your tanks get below 1/4 level at any time, watch your WIPER fluid as well! (Please see Paul or Jay for your winter supplies.)

• **LEAKS** - Please check under your rig for any type leaks most of you know cold weather brings out these weaknesses.

• **PRETRIP** - Guys, this is so important not only for you but your family and yes all the rest of us!! It's more money in your paycheck, less expense for the garage, more profit for the company and a safer highway for all. And yes I know you hear this all the time. What prompted this statement was on 11/6/2006 I watched one of our drivers drive in the parking lot go to his tractor which was hooked up on the east side of the building. Less than three minutes later he pulled out of the yard. I thought to myself he sure didn't do a PRETRIP! Later that morning I listened to the radio tell the story of an accident on I-75 where four semi trucks were involved one driver killed, the highway was shut down for 12 hours!! All I could think of was did these drivers take the time to do their PRETRIP! Was there something they should have seen had they taken TIME! PLEASE TAKE THE TIME!! We want you to have a safe day EVERY DAY!!

• **SECURITY** - Please keep your eyes and ears alert for anything out of the norm!!

Form all of us in the garage WE WISH YOU A SAFE AND HAPPY HOLIDAY!!



Bobbee's Bit

by Bobbee Clawson

Let me start off by thanking you for your cooperation. I have seen a marked improvement in your paperwork. Keep up the good work.

Now, on the other hand, a few of you are still not turning in paperwork in a timely manner. I won't name names. This time!

As many of you know, Jones Hamilton has a new policy and they need copies of paperwork on any of their loads that have delay time on them on the next business day.

Please, please take the time to fill out your paperwork completely and drop it off at the office.

Thanks again and remember winter is coming, so be safe and watch out for the other guy.



Performance:

by John Spurling
V.P. and G.M.

Let's talk about the past and the present. Then hopes for the future.

I saw good things happened at K-Limited through this difficult year. This is the third year in a row we upgraded our fleet by purchasing new trucks. We improved our dispatch work area for Toledo/Detroit and also the driver's room/training area. Our safety program continues to get stronger, benefiting the entire company. Add to this, our customer relationship base is strong and our service level is excellent. We have a solid employee base working hard to make K-Limited a better company.

Early in the year, especially March to June, we had solid revenue months. Unfortunately since that time, revenue is down and the entire industry has leveled off, not to mention a soft economy with rising unemployment in the Midwest. Specifically, K-Limited was affected by the refinery shutdown and the current dismal outlook concerning the auto industry.

I hope to see this change in the new year. We can do our part. Kim, all the operations staff and myself are working hard to secure new business to keep our employees busy, like it should be! We are looking into opportunities for new business as long as it can be secured at a competitive, profitable rate. But the best reason we even have new opportunities is because of the quality service, good safety record and hard working employees.

Over the last half of the year, I have spoke with many of you over your concerns with the slow work levels. I thank all of you for your dedication to K-Limited through this prolonged slow period. I also thank you for your hard work and commitment to quality and safety. Have a wonderful holiday season and a prosperous New Year!!



Surviving the Game!



ICC-MC
USDOT 70
PUCO 1302
M.P.S.C. 28

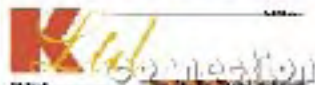
FIRE EXTINGUISHER

PROFILE

Name: Anthony Goolesby
Home: Baltimore, Maryland
Family: Wife Cheryl, 6 children
Years Driving: 20
Truck: 2006 Peterbilt Model 387
Hauls: Hazardous and
Non-Hazardous Chemicals
Leased to: E Limited Center Ltd,
Toledo, Ohio

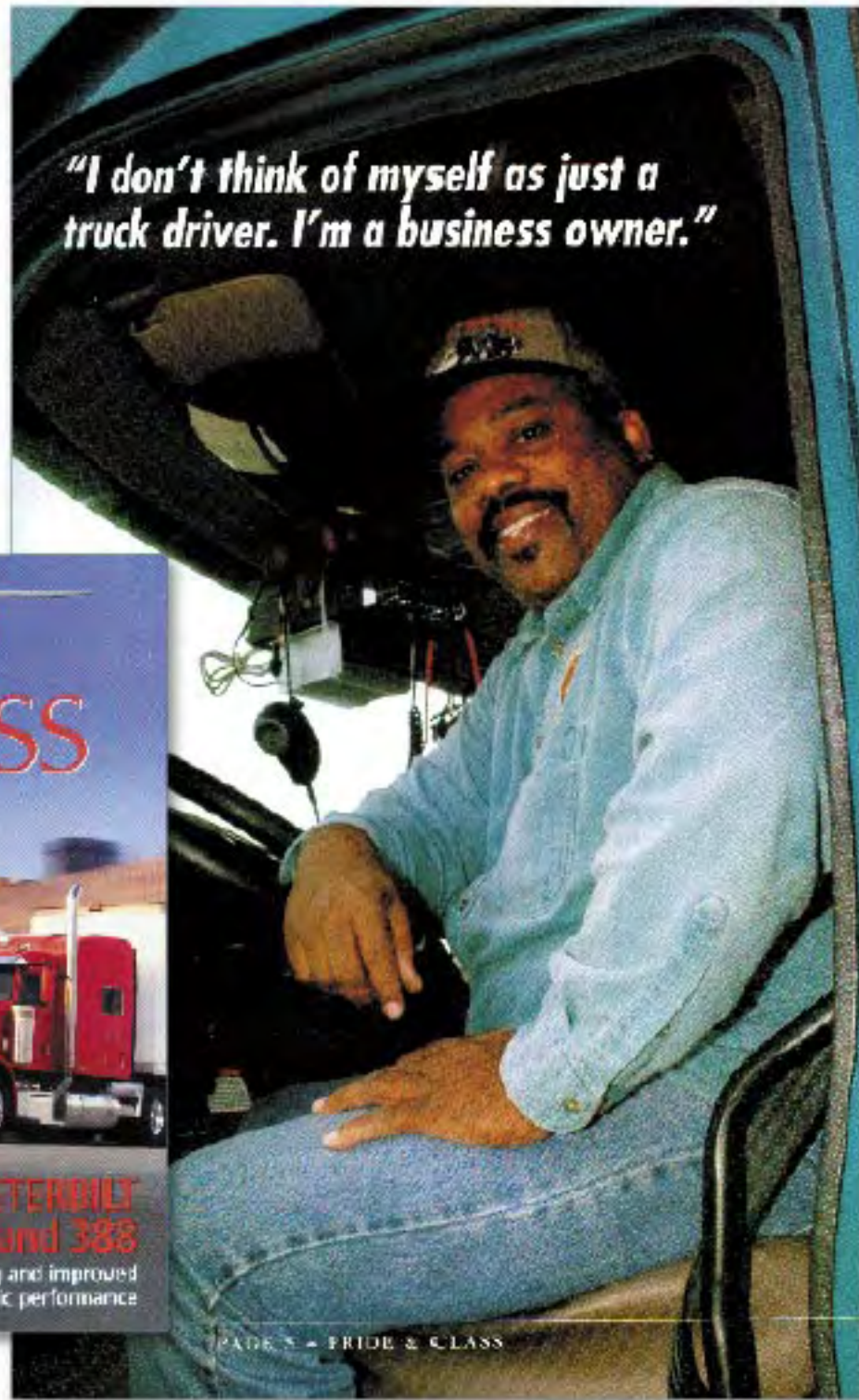


SPECIAL SECTION



Anthony Goolesby, we never knew! To our surprise, Mr. Goolesby was featured in Volume Two, Number Two of Peterbilt's trade magazine *Pride & Class*. That's pretty cool we thought. So cool that we decided all our people should see it too. This insert features the article reformatted, but reprinted in full.

"I don't think of myself as just a truck driver. I'm a business owner."



PRIDE & CLASS



**NEW PETERBILT
MODELS 389 and 388**

Traditional styling and improved aerodynamic performance

THE GOLDEN RULE

By the time Anthony Goolesby decided to become an Owner-Operator in 1998, he knew exactly what truck to buy. Having driven many rigs — good, bad and ugly — over the years, when the time came to put his own hard-earned cash down, nothing but a Peterbilt would do.

"The first truck I bought was a Peterbilt Model 379," says Goolesby, who lives in Baltimore and leases his services to K-Limited Carrier Ltd., Toledo, Ohio. "When I finally sold that truck, it had 1.3 million miles and was still running good."

In November 2005, the Owner-Operator purchased a new 2006 Peterbilt Model 387 with integrated sleeper. His dealer — Peterbilt of Baltimore — helped spec the new truck with a 475 hp Caterpillar ACERT engine and an Eaton 18-speed transmission.

"I figured I would stick with what works," says Goolesby, who has made a career hauling fuel and chemicals around the Northeast and Midwest for Ashland Chemical Company, Philadelphia, Penn. Most of Goolesby's loads originate at the Ashland facility in Philadelphia, with K-Limited dispatching return loads for its list of blue chip customers.

With two or three trips scheduled each week, Goolesby says he can't afford downtime. And with today's fuel prices, he decided to purchase

Owner-Operator attributes success to always doing the right thing (and choosing the right truck)

mileage. For example, he consistently keeps the speedometer between 65 and 70 mph, and he practices progressive shifting, a method he discovered on a Peterbilt CD that came with his new truck. Wide-based tires — "super singles" — on the back of his trailer, and smaller, lighter weight fuel tanks also contribute to his bottom line.

Changing Lanes

While fuel efficiency was the primary reason for selecting his aerodynamic Peterbilt Model 387, Goolesby says the truck's great visibility has given him an unexpected advantage. Much of his OTR driving is done on the crowded corridors of the Northeast and, during his 20-plus years hauling tankers, he has noticed a significant change in the way people drive.

"Everybody is doing everything except what they're supposed to be doing, which is driving," he says. "People on the highways today are multi-tasking while they're going down the road. Unfortunately, when an accident happens, it's people like that who want to blame a big truck. So I am extra defensive in traffic. With my Peterbilt Model 387, I have greater visibility in front and on my right. Now I see what's going on all around me and, when I see someone doing something crazy, I can change lanes or just back off."

the aerodynamic Peterbilt Model 387 because he wanted to increase fuel efficiency without sacrificing reliability and performance.

"Now I'm getting 6.1 miles-per-gallon, an increase of 1.1 mpg over my last truck," he says. But that hasn't stopped him from looking for more ways to get even better fuel

Golden Rule

It's not just driving habits that have changed over the past 20 years. Goolesby notes the evolution of the trucking industry — not always to the advantage of Owner-Operators — and he believes today's Owner-Operators have to make wise decisions, everyday, in order to make a good living for themselves. Whether it's selecting the right truck or choosing to be courteous to others on the road, ultimately success comes by making good decisions, large and small, continuously over the long haul.

"Life is always about doing the right thing," he says. "I don't think of myself as just a truck driver. I'm a business owner. That's why I drive a Peterbilt."



With his 2006 Peterbilt Model 387, Owner-Operator Anthony Goolesby has improved his fuel efficiency by more than one mile per gallon over his last truck.

Of equal importance to Goolesby is the support he receives from Peterbilt of Baltimore who treat him with TLC. "The level of service they have given me over the years has just been tremendous. One time, I was up in Canada and my fuel line had frozen up. I called Peterbilt of Baltimore and Don Nash, who was shop foreman at the time (and is now in sales), talked me through it and we got the truck back on the road quickly. He was extremely busy that day, but he dropped what he was doing to help me."

Goolesby believes success ultimately comes to those who follow the golden rule: treat others the way you'd like to be treated. To that end, he aligns himself with like-minded people and organizations. He is blessed, he says, to work for a company that offers good rates and a fuel surcharge, and to have a manufacturer that stands behind its trucks.

"Anytime I have a problem, Peterbilt takes care of it. They bend over backwards for me. You can't put a price on that."

