

June 2012

A monthly publication to educate and update fleet professionals

Celebrating **30** Years
FLEETPRO
1982-2012

Happy Birthday Fleetpro! 30 Years in Business and Proud of it!

Yes, it was 1982 when the first service truck hit the road to perform on-site preventative maintenance and inspection. What a different world it was then. The average cost of a new house was \$82,200, a gallon of gas cost 91 cents, and

the price of a new car was \$7,983.00. We didn't have fax machines, cell phones, or email and desktop computers were rare. However, smaller and cheaper gadgets were hitting the marketplace and the first CD player was sold in Japan. Doctors performed the first artificial heart implant designed by Robert Jarvik and while Margaret Thatcher and Ronald Reagan forged a life long relationship, there was serious tension between them, as Argentina and the UK went to war over the Falkland Islands.

And Fleetpro has had a few changes too... Many of us have had children who are now grown. KJ Reynolds says, "I remember picking Matt up from school for Tom, I'd go to his kindergarten class and have to get him from the playground while he was running around... now he is running operations! Four of our employees' children now work at Fleetpro.



Tom & KJ - Home opener Redskins, 1988



Tom & KJ - Home opener Orioles, 2012

Says Tom Farcosky, "Yes things have changed and so have we. One thing remains the same though, and that is our promise to our customers... we will work hard everyday to deliver a high quality service that permits you to increase your fleet productivity and reduce overall maintenance costs."

From all of us at Fleetpro, thank you for the years of memories, your commitment to Fleetpro, your confidence in our service and for making us who we are today. Thank you, thank you, and thank you!

"Votes Just Not There for an Increase in the Gas Tax"



Delegate James Malone

The General Assembly in Maryland finally approved the budget for the next fiscal year. One of the main topics of discussion was the Maryland gas tax. Since January, when Governor Martin O'Malley proposed the increase in Maryland's gas tax, prices at the pump have jumped more than 60 cents on average. Due to Maryland's already weak economy, it had been thought that raising the gas tax would damage the state's economic recovery. Gov. O'Malley has said that without the gas tax increase, Maryland is incapable of clearing a backlog of road and bridge repairs needed to keep travelers safe. However, according to Delegate James Malone, there was just not enough support for the gas tax at this time. "Right, wrong or indifferent, the votes were not there for a gas tax and that is because our constituents have spoken loud and clear that they do not want one. With the gas prices increasing almost every day, we agree."

This Month's Newsletter

- Happy Birthday Fleetpro! Fleetpro Turns 30
- Votes Just Not There for an Increase in the Gas Tax
- Welcome to Our New Customers!
- Fraudulent DOT Letters
- Fleetpro's Technical Service Bulletin
- Fleetpro is Pleased to Announce the Addition of Don Eaton, Account Manager
- Spring 2012 Bethesda Traffic Alert
- Fleetpro is Now a Distributor of DEF Transfer & Delivery Equipment
- 8 Gas Saving Tips

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Wecome to Our New Customers



Providence Center

Providence Center provides comprehensive services for individuals with disabilities. They help people enjoy increased self-determination in leading a more independent, valuable and functioning role in society.



DeVere Insulation

Since 1987, DeVere Insulation has become Maryland's Largest Independent Insulation Contractor, serving Maryland, parts of Pennsylvania, West Virginia and the lower Eastern Shore. They specialize in insulation – residential, commercial, and retrofit applications.

Gable Signs

Since 1980, Gable Signs has provided support for its clients with superior sign products and services that offer dynamic, reliable and often unique, visual communication solutions.



Kayden Premier Enterprises

Kayden Premier Enterprises, Inc. provides quality, timely, minority-certified construction services. Services include earth work, site utilities, concrete, hardscapes, sediment control, site preparation, clearing and grubbing, and demolition. Kayden Premier is based in the Baltimore area and is owned and operated by ex-Baltimore Raven Marques Ogden.



Marques Ogden



AAI Textron Systems

During their more than 50 years in business, AAI has built a reputation as a top-rated global corporation by developing, producing, supporting, and upgrading complex equipment for U.S. Department of Defense and international defense customers. AAI is made up of 3 main organizations providing products and services such as: Logistics & Technical Services, Testing & Training, and Unmanned Aircraft Systems.



AAA Mid Atlantic

For over 100 years, we have been serving AAA members on the road and around the world. Today, we offer our extensive services to you on the internet. Now, more than ever, AAA is able to help you around the clock with all your Cars & Driving, Travel, Insurance, Banking and Loan needs.

"Of all the products and services I purchase year in and year out, AAA is one of the greatest values." KJ Reynolds

PROSHRED

PROSHRED specializes in on-site shredding for the secure destruction and recycling of confidential documents and proprietary materials for thousands of organizations and individuals across the United States.



Fraudulent DOT Letters

According to the MMTA's latest newsletter, fraudulent DOT Letters are back... FMCSA has issued a new warning to carriers that may have received a fraudulent letter that is part of a recurring identity theft scheme. The letters are dated March 16, 2012, and appear to be from the "U.S. Dept. of Transportation Procurement Office," and signed by a fictitious name of "Julie Weynel – Senior Procurement Officer." The falsified letter is an attempt to obtain bank information by asking recipients to provide financial information on an "Authorization to Release Financial Information" form. If you have recently received this letter, please contact the Office of Inspector General Hotline at <http://dot.cantongroup.com/hotline>, or by calling (800) 424-9071. Fleets are also encouraged to contact their local law enforcement agency.

Fleetpro's Technical Service Bulletin



Ford 4R75E Transmissions have demonstrated significant catastrophic failure rates for planetary gear sets in units built at the Livonia, Michigan Ford Plant after 10/9/10.

One of Fleetpro's customers took delivery of (239) E 350's with this transmission and lost (70) transmissions within the first 60,000 miles.

Failure begins with noise and roughness in the driveline then can be detected by a sharp ear and is most noticeable when idling in drive with the wheels suspended to rotate freely. Rotation can be seen as jerky and rough. Noise will be present. Imminent failure at that point is within 3-10 days. Upon failure the driveline is locked up and the driveshaft must be removed in order to tow the vehicle.

The apparent running change at the plant was a change in the size of the T6 thrust bearing, which is integral to the planetary. Subsequent to this change the existing sun gear machining may not have been compatible to the new thrust bearing resulting in premature thrust bearing failure. Ford has redesigned the sun gear machining profile as of early 2012 and the bearing is also under review for revision. Units built at the Livonia plant from October 2010 through January 2012 are potentially subject to this early failure.

Consult your local Ford dealer for details.



Fleetpro is pleased to announce the addition of Don Eaton, Account Manager

Don recently joined the Fleetpro team, bringing with him over 15 years of sales and sales management experience. Don was hired to increase new PMI business and create a greater presence in the Mid Atlantic region. "Already, he's made significant contributions in developing new business opportunities and has created excellent relationships with our customers. His personality and positive attitude are infectious and we're proud to consider Don part of the Fleetpro family", says K.J. Reynolds, Vice President.

Personally, Don and his wife Kim have four children and both enjoy spending time with family and sports. Don is active in the community coaching football and lacrosse for the Buccaneers Athletic Club in Pasadena, MD.

Spring 2012 - Bethesda Traffic Advisory

BETHESDA, Md. (AP) — Traffic in lower Montgomery County will become even worse in the coming months when a roadwork construction project gets underway.

The Washington Post reports that in a few weeks, work will begin in a key part of Rockville Pike and Connecticut Avenue in Bethesda and Chevy Chase. Officials say they will be adding mostly turn lanes and short segments of lanes to move traffic through intersections more quickly.

The changes will help accommodate traffic from the expanded Walter Reed National Military Medical Center. Officials say drivers should expect delays but that all lanes will remain open in the peak direction during rush hour. Officials also plan to begin a two-year tunneling project under Rockville Pike in fall 2013 for elevators near the military hospital and a pedestrian tunnel.

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Fleetpro is Now a Distributor of DEF Transfer & Delivery Equipment

Fleetpro is proud to announce it is now a distributor of Piusi USA DEF solutions. We can provide pumps, hoses, connections, nozzles and more to fit all of your needs. We are also able to supply DEF in packages ranging from 1 gallon jugs up to 330 gallon IBC totes.

8 Gas Saving Tips

With gas prices rising, finding ways to conserve gas is imperative to our customers. The National Institute for Automotive Service Excellence (ASE) provides 8 ways to conserve fuel and make sure your fleet gets the optimal miles per gallon:

1. Monitor tires – Under-inflated tires or poorly aligned wheels waste fuel by forcing the engine to work harder.
2. Remove excess weight – Remove unnecessary items from the vehicle. Less weight means better gas mileage.
3. Consolidate trips and errands – Also, try to travel when traffic is light so you can avoid stop and go conditions.
4. Keep your engine “tuned up” – Replace filters and fluids as recommended; have engine performance problems (rough idling, poor accelerations, etc.) corrected.
5. Use windows and air conditioning wisely – Keep windows up at highway speeds to reduce air drag. This is true even with the air conditioning on. But turn off the A/C in stop and go traffic to save fuel.
6. Avoid excessive idling – Shut off the engine while waiting for friends and family.
7. Observe speed limits – Speeding decreases your miles per gallon.
8. Drive gently – Sudden accelerations guzzle gas. Anticipate traffic patterns ahead and adjust your speed gradually.

