

BETWEEN THE LINES

September 2007

Smith Named Director of Operations



John Smith of Manakin Sabot, VA has been named Director of Operations for VHI Transport. Announcement was made by President Bruce Gee. For ten years, John served as Director of Transportation for Meadwestvaco, a major manufacturer of paper, packaging, and specialty chemicals with annual

sales of \$7.5 billion. He went on to serve as their Director of Logistics. In this role, he negotiated and worked with many motor, rail and ocean carriers.

With a Masters of Business Administration from Monmouth College in New Jersey, John is licensed to practice before the Interstate Commerce Commission. He is a Commissioner on the Port of Richmond, a Fellow on the Virginia Rail Policy Institute and Past President of the Pulp and Paper Transportation League.

Bennett Continues as Assistant Director of Operations

Mike Bennett, promoted to Assistant Director of Operations earlier this year, will continue with responsibility for Spot, Flatbed and Refrigerated Divisions. Mike has more than 20 years experience in transportation. He has been with VHI Transport for the last four years.

Alexander Named Regional Sales Manager

VHI veteran executive Connie Alexander moved to a new position within the company. Connie has been named Regional Sales Director for the Southeast.

After fourteen years with VHI Transport, first as a logistics specialist and eventually as Director of Operations, Connie is fulfilling her life-long dream. She and her husband Joey have purchased waterfront property near Atlantic Beach, NC at the mouth of the Neuse River and Pamlico Sound where they will soon make their permanent residence. Most of Connie's relatives live in Eastern North Carolina.

"We are so pleased that Connie will be able to stay with our company in an executive capacity, even with her change of residence," stated VHI President Bruce Gee. "Her experience and aptitude in arranging freight movement by truck, intermodal and container will bring VHI's can-do brand of service to the new customers that she will bring on board."

Connie's relocation is scheduled for the end of December 2007.

VHI at National TIA Convention



VHI President Bruce Gee and Chairman of the Board

David Gee attended the 29th Annual Convention and Trade Show of the Transportation Intermediaries Association (TIA) in April in Orlando, FL.

CHANGE AT THE SPEED OF LOGISTICS was the theme of the event, which was attended by nearly 700 executives and owners of 3PL operations. The three day event brings nationally known speakers and high powered educational sessions to keep transportation professionals up to date on their business.

David Gee is past chairman of the board of TIA. Bruce Gee serves on the organization's Publications Committee and is a frequent author for TIA's **Logistics Journal**.

VHI Our Website



www.vhitransport.com

National Truck Driver Appreciation Week Aug. 26 - Sept. 1, 2007



During National Truck Driver Appreciation Week, America's 3.24 million drivers received a nationwide pat on the back. VHI joined in the celebration, according to Dedicated Division Director, Melissa Proffitt.

"During this week each year, we recognize the exceptional carriers and their drivers that provide steady capacity for the movement of goods and products that create our national economy," stated Proffitt. "It's something we celebrate at VHI year-round, not just during this special week. But this is when we join with the rest of the country in saluting the drivers specifically."

The Dedicated Division of VHI works closely with carriers that provide capacity on a regular basis, year-round. If you are a carrier who would like to be considered for dedicated service to VHI customers, contact Melissa at 804-414-1579.

From the President IS THE SURF UP OR DOWN?

by Bruce Gee, VHI President

One of my fondest memories as a child was going to Myrtle Beach in the summer. My Dad and I would go out in the water to where the waves started to break. We would body surf for hours. The best part was when I could catch the wave just right and was able to stick my head out just as I reached the pinnacle. For a split second I could look out and see my mom who was always watching us intently. The down side for reaching the pinnacle was that I knew the cost for reaching the highest point - sand in the shorts - yuck!



Bruce Gee

The current transportation environment is very similar to that time in my life when I was riding the waves. Not long ago, demand for transportation was high, and the loads were plentiful. The first and second quarter of this year, we saw a tightening of loads and less demand for our product.

Our customers can take comfort in the fact that we have an experienced team here at VHI Transport that will provide quality service at a fair price. Whether you have a lot of freight to ship, or a little, the high quality of our service remains the same. You continue to work with people who care and know the system, inside out.

Our carriers continue to rely on our solid financial strength and our quick pay cycle. The trend in times like these is to slow down the paying cycle. Here at VHI, we are looking at ways to improve the process! We already pay three times a month - on the 10th, 20th and last day of the month. And we want to get even better than that.

It is also important for our agents and employees to know that we have seen just about every type of economical environment in our 30 year history. We can always lean on our experiences from our past and yet at the same time have a vision for the future. Whether the surf is up or down, we adjust and continue with consistent service and customer interest.

I guess you could say - Life is good and business is a beach!!!



Now celebrating 3 decades in business.

Guide to VHI Divisions

To reach the corporate offices of VHI Transport, use these numbers:

804-231-6209 or 800-807-7317 • Fax 804-233-6602

Or you can call any Department directly, at the numbers below:

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804-414-1587

Logistics Division — Mike Bennett
Assistant Director of Operations
mikebennett@vhitransport.com
804-414-1573

Dedicated Division — Melissa Proffitt, Manager
melissaproffitt@vhitransport.com
804-414-1579

Flatbed Division — Jimmy Hicks
Logistics Specialist for Flatbeds
jimmyhicks@vhitransport.com
804-414-1781

Air/Expedited Division — Jamie Orban
Logistics Specialist for Air/Expedited
jamieorban@vhitransport.com
804-414-1575

Container Division — Denise Galloway
Intermodal Manager
denisegalloway@vhitransport.com
804-237-6896

Refrigerated Division — Mike Bennett
Interim Manager
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Agency Division — Dan Hoover, Manager
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Tanker Division — Jimmy Hicks
Logistics Specialist for Tankers
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Third Party Specialists Since 1977

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America's Top Truck Drivers Offer Driving Tips

As motorists take to the road this fall, a team of million mile accident-free drivers are helping to make our roads safer. America's Road Team Captains are elite professional truck drivers chosen by the American Trucking Associations. They have compiled advice on how to safely navigate through highway traffic and congestion and, at the same time, save costly fuel.

Here are their suggestions.

See details on each suggestion on the VHI website - www.vhitransport.com Click on Driving Tips.

- Do a "walk around" before leaving.
- Plan ahead.
- Get a map or program your GPS.
- Leave early and avoid risks.
- Be aware of trucks' blindspots.
- Expect the unexpected.
- Use your cell phone with caution.
- Signal your intentions.
- Do not cut in front of large trucks.
- Yield - particularly to trucks.
- Never stop on the highway.
- Watch your gas gauge.
- Stay alert in Construction zones.

Port Authority Considering Electronic Toll Methods

Hot on the heels of a New York City plan to charge a surcharge for driving in the city during peak congestion time, the Port Authority of New York and New Jersey has announced plans to study cashless tolls and toll increases. The Authority is studying an all-electronic toll system.

"This would mark the end of the toll booth as we know it," stated Port Authority Executive Director Anthony Shorris. He explained that an all-electronic toll system "could be a tremendous boon to our road transportation system, helping to smooth the choke points at bridges and tunnels."

The Authority is also considering charging drivers more for traversing bridges and tunnels during high congestion periods.

New York City Proposes Congestion Surcharge on Vehicles

New York City would like to charge truck drivers, a surcharge for entering the city during peak congestion time. Under a plan announced by Mayor Michael Bloomberg, the city would charge "congestion fees" on cars and trucks operating mid-town during peak business hours.

The proposal would charge \$21 for trucks and \$8 for cars entering Manhattan south of 86th Street between 6 a.m. and 6 p.m. weekdays. The result is expected to cut back on traffic and pollution. New trucks or those with cleaner retrofitted engines would pay reduced fees.

The State Assembly has been a vocal opponent of congestion pricing. Assembly Speaker Sheldon Silver (D) has said that he favors plans to ease city traffic and improve air quality but his Democratic conference overwhelmingly opposes the congestion fees plan.

VHI News Briefs

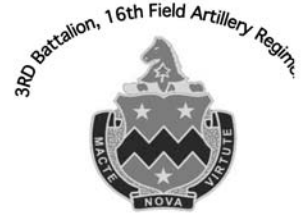
Connie Whitley has a new grandson. Raymond Gene Taylor was born to her daughter Amy and husband Ryan on April 3.

Welcome to new dispatcher, Jamie Orban, who joined VHI this summer.

In June, VHI had its first yard sale. People started arriving at 6:30 a.m.. It was great fun and VHI staffers got to meet a lot of neighbors. With a cookout afterwards, it was a very successful day.

Tonya and Bruce Gee took 17 students from the local middle school up to Buffalo, NY on July 29th. The group did community mission work there.

Connie Whitley recently visited her daughter Amanda and husband Captain Jamie Elgin and granddaughter Elisabeth. The family recently moved to Colorado Springs, CO where Jamie took over his first command for the Army.



THUNDER PRIDE!

Golf Company

**Assumption of Command
08 June 2007**

THE EXTRA MILE

By Connie Whitley, Vice President, Sales & Marketing



It is my pleasure to be out in the business community, seeing customers and prospects to explain how VHI can make your life easier and make your cargo transport more efficient and cost effective. Of course one of the major things new and prospective customers want to hear is how VHI is different from others who offer the same types of services.

I always tell them, the difference is in the extra mile. There's not a lot of traffic on that pavement. Too many companies stop short at just enough, or just short of enough. That's not our way here at VHI. We go the extra mile. We have a can-do attitude, always trying to maximize your satisfaction as a customer.

You rarely get to see our joggers on the extra mile - our logistics specialists. They're in the office, not out on the road, as much as I am. But they are the ones with the tools and the determination to make it happen. Wherever your freight is going, whatever the circumstances or the time frames, they are making it happen, day in and day out.

You don't have to call them to find out what's going on. They're on the phone with you first; or sending an email to advise. They're compiling data and tracking trends to suggest better ways to do things. They're making sure your shipment is picked up and delivered in a timely manner with just the right handling.

If you could just see them in action, as I do every day, I know you would be impressed. Instead, you just see the results. And of course they are just as impressive. Our joggers down the extra mile want to work for you too. Give us a call with one or multiple shipments. Live load or dedicated equipment, our can-do attitude can make it happen.

Start your clock and watch how we take off. We're there for you, every inch of the extra mile.

A Giving Profession

By David Gee, CAE
Chairman of the Board



After attending probably my 25th convention of the Transportation Intermediaries Association (TIA), I am impressed again with what a giving business this is. At least the folks who choose to join the national trade association are.

Throughout the convention, you could find groups of people helping each other to solve problems. How to gain loyalty from carriers ... how to reward staff ... how to market effectively ... the best means of hiring good folks - those were all the kinds of hard-hitting business issues that were being discussed. Anyone with a good system or idea was willing to share it with others for the betterment of all.

Some observers question why this is done. Don't we reduce our competitive advantage when we "give away trade secrets"?

My personal belief is that it's like bread on the water. The more help you provide, the more good comes back over time. I am so pleased to have been a member of the top elected team of TIA and see it flourish over time because of this pension of members to jointly improve through sharing, caring and taking a stand for what's right.

To quote the current chairman, "TIA used to be an organization. Now it has become a voice." We here at VHI are proud to be a part of TIA's past, present and future.

VHI Website

You are invited to visit the new, updated VHI website –
www.vhitransport.com

See direct line phone numbers for all Divisions, all current personnel with their new titles, and good, general information about VHI and the services we offer.



Container World

By Denise Galloway, Intermodal Manager Container Division



The Container Division has been catching up on our administrative work in the last few weeks, during shutdown of the warehouses we work with, for annual fumigation. While they're taking care of internal business, we are too.

This slow down gives us time to review the files of our clients, consider changes at the many ports we serve and make plans already for handling the container cargo of clients next year. We are reviewing procedures and processes, tracking customer activities and making sure that report, invoicing and handling are being followed to the letter according to our customer preferences.

We have named a core outsourcer by Maersk, which is quite an accomplishment. A few years ago, the ocean line didn't even know we existed. And now we are considered an insider. Quite an advantage for our shipper clients.

We have already been advised of hundreds of containers that will be arriving in July so we are making sure that all systems are go to handle these loads quickly and efficiently.

We have had an increase in export freight this spring, all of which was handled with panache.

We are very careful about educating clients to our pay policies, so we can continue to pay our carriers three times a month. It's that kind of financial integrity that gives us the leverage to make sure that containers, drivers, drayage and ocean liners welcome our customers' business, even when carriage is tight.

It's a really good year in Container World. Thanks for your interest and support. When your business expands beyond America's shores, turn to VHI for shipping with confidence.

www.vhitransport.com
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Freight Solutions, Logistics and Transportation Services

VHI TRANSPORT