

# Continental Express has successful year once more

Continental Express Inc. places its emphasis on three golden rules: safety, service and communication. These rules have given Continental Express Inc. the blue prints for years of progress and growth. It was especially noticed in 2007.

Continental Express, Inc. is a small but aggressive trucking company. It believes in moderate, steady growth and strives to utilize its equipment in the most efficient and profitable manner.

Continental's 23rd year in business was marked in 2007 under the leadership of Russell L. Gottemoeller and the company once again saw record numbers in both load count and sales.

Gottemoeller's report continues:

A record total of 55,547 loads were hauled in 2007 which resulted in revenues increasing 12 percent from 2006. One key reason for this strong performance was the diversification of customer accounts. Continental successfully increased its customer base in 2007, which expanded sales among more accounts.

With an increased customer base,

the company is more secure during ups and downs of the economy.

Continental Express Inc. currently has 204 regional and dedicated drivers. Being a carrier of our size we have the adaptability to format our organization to meet as many requirements as possible. We have several qualified part-time drivers to help during our customer's peak shipping seasons. Continental's drivers have the knowledge to get a shipment unloaded in the timeliest manner possible. They are professional drivers in every sense of the word.

Continental was recently awarded a number of dedicated accounts which promise to encourage growth in our dedicated operations. We have also continued to maintain dedicated terminals throughout the Midwest and Southeast that service local accounts in those areas. All of these accounts have helped in giving us additional growth this past year.

Continental uses the best communications technology, Qualcomm Satellite Tracking, in all of our company equipment. This state-of-the-art system allows a "real-time" communications network between the customer, the driver and our corporate office, even while the truck is enroute - 24 hours a day. Our vehicles can also be tracked via our Web

site. In order to increase accuracy and efficiency within our operation, we utilize IBM AS400 mainframe computer systems. Qualcomm's TL2000 software gives us a total transportation system, including EDI capabilities. Accessibility to our equipment is easily attained as we operate as a regional carrier. This allows us the ability to make more equipment available to anyone in our region, compared to a carrier operating in all 48 states.

This summer, at the annual driver appreciation picnic, three drivers were awarded for 1 million miles of consecutive accident-free driving. The employees that were recognized for this accomplishment were drivers: Frank Macias of Dayton, Steven Strickmaker of Miami, W. Va., and Ronald Wolf of Greenville. Each driver has been employed by Continental Express Inc. for 10 years or more.

I congratulated each driver with a plaque, a million mile decal for their truck and a trip for two tickets of selected choice within the United States. Gordon Hawn, a Continental driver, was also mentioned once again this past summer for working towards his two million mile mark of consecutive accident free driving.

In addition to the million mile awards there were several employees recognized for their safe driving from one to 15 years. In all, Continental drivers represented 273 years of safe driving in 2007.

The year 2008 promises to be another year of growth for the company. We have recently moved into our newly expanded facility and are looking forward to what is sure to be a prosperous year.

This past year has once again been a great year for us. Our hard working drivers, shop, office and loyal customers continue to make Continental Express, Inc. what it is today. 2007 has been a year of challenges and changes, but regardless of the changing environment, we were able to adapt and grow. I am excited to see what 2008 has in store for us.

Employment opportunities, rates and general information on the company can be found on the internet at [www.continentalexpressinc.com](http://www.continentalexpressinc.com).

Continental Express, Inc. is located on Ohio 47 west of Sidney and operates as a truckload carrier, specialized in refrigerated freight. Continental Express Inc. is locally owned and operated, and has been in business for more than 20 years under my leadership.



Gottemoeller

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