



**For Immediate Release**

**SMART CHOICE**

**Outsourcing management expertise from DWS Fleet Management Services is proving to be a cost-saving and valuable solution for a number and variety of fleets.**

**WRENTHAM, MA– January 15, 2004** — DWS Fleet Management Services, an independent “Limited Time Executive” transportation and fleet management business is providing a number and variety of fleets with services that are proving highly valuable. The decision to supplement experienced leadership capabilities with the expertise of a 35-year fleet management veteran on a limited time basis has resulted in accumulated savings for DWS clients in excess of \$15 million.

Serving as a limited time executive since 1999, Darry Stuart, Principal at DWS Fleet Management Services brings a proven track record of leadership and documented success in organization, negotiation, purchasing, vehicle specification and maintenance management to fleets in a variety of industry segments. Providing programs specifically tailored for each individual operation on a monthly or annual retainer basis, the service provides fleet customers with access to his expertise without having to commit the time or expense for an executive level employee.

“My approach is a mixture of results oriented problem solving practices and a tactical hands on common sense effort to help customers achieve maximum profit, cost reductions and customer satisfaction,” Stuart relates. “Through training and counseling, my goal is to motivate people to establish and maintain effective programs and practices at their companies that will ensure continued success.”

**Speaking Highly**

Current and former customers of DWS Fleet Management Services all speak highly of the value that the Limited Time Executive service has brought to their vehicle and maintenance organizations. One fleet, for example, reported realizing savings in three years exceeding \$7.5 million. Another indicated that maintenance savings alone resulting from Stuart’s efforts saved the company \$1.2 million in just one year.

Quickway Carriers, a Nashville TN-based flatbed and dry freight truckload operation with 450 tractors and 850 trailers at ten locations, is a current DWS client. “Darry Stuart has been retained by Quickway since December 2000 to assist our Maintenance & Equipment Manager in specing and ordering equipment and in fine tuning our maintenance programs,” says Roger L. Blume, President. “Darry’s experience has provided him with an excellent background to assist Quickway. He has advised us on the specing of our tractors and trailers. He also managed the bidding process with our vendors and did the negotiations. He got us a better deal than we could have on our own, including price, warranty and delivery.

“Darry Stuart has also helped us install controls and procedures in our eight maintenance facilities,” Blume continues. “A revised preventative maintenance program, a new work order system, labor standards and controls, and better accountability for the location maintenance managers are some of the results of his efforts. Some operating cost savings have already been achieved, and more efficiencies are apparent as we move through the completion of these programs.”

In particular, Blume points to streamlined and centralized parts and tire purchasing programs, better discounts, enhanced warranty recovery and reduced inventory levels as some of the benefits Quickway is

## ***DWS FLEET MANAGEMENT SERVICES***

now experiencing as the result of Stuart's efforts. "Darry Stuart's results are definitely worth his consulting fees," he concludes. "We have benefited from his experience and advice."

For Gypsum Express Ltd. in Syracuse, NY, a dry van and flatbed carrier with 300 tractors and 1,200 trailers in five locations, the decision to outsource a Limited Time Executive has been one of the best choices the company has made. "Darry Stuart has brought a diversity of knowledge to our company and advanced our management team and technicians up several levels," states Lisa A. Jones, Systems Administrator. "One of our main focuses was on implementation and fleet data adaptations that revolved around a recent computer upgrade conversion. Darry understood our industry, as well as our fleet data needs and accounting requirements. He prepared us for the culture shock and how to program changes that would accommodate our needs. He was also able to train our management team on how to create custom reports for the information that we needed."

In addition, Jones points to several other areas that Stuart has focused on at Gypsum Express, including inventory management and organization, a new preventative maintenance program and employee relations issues. "During the time Darry has been on board with our team he guided us to drive costs lower and built a great relationship with senior and middle management and technicians alike," she adds. "His tutoring type advice and knowledge is well respected by all of us."

Truckload carrier Star Transportation's President & CEO Beth D. Franklin also praises Stuart's efforts on behalf of the 500-tractor, 1,200-trailer Nashville, TN-based fleet. "During the year end review of our 2000 performance," she reports, "our management team recognized an opportunity to improve our cost of doing business, particularly in the maintenance area. Darry Stuart has reviewed and revised our maintenance department and implemented programs that enhance our bottom line."

"One of Darry's best qualities is he approaches problem areas with the goal of educating employees through hands on training," Franklin continues. "This unique quality allows our employees to give total support to the restructuring because they feel a part of the program. He is a true asset to our organization and I am confident the cost of his services can be justified through savings in purchasing equipment and tires, as well as maintenance and warranty programs."

Stuart also receives top marks from suppliers. "You were very thorough and fair in your negotiations to get the correct piece of equipment at the best possible price," says Charles Moore, Operations Manager at Kile Truck Refrigeration in Nashville. "You have been there for the duration and followed up on a regular basis to be sure the equipment was right. You sincerely work hard for your customer."

Other customers served by DWS Fleet Management Services include Expressway STS Group in Phoenix, AZ, a flatbed and heavy hauler with 200 tractors and 400 trailers, as well as State Transportation in Portsmouth, NH; Drew Foam in Monticello, AR, and HP Hood, a Boston-based dairy distribution fleet with 150 power units and 250 refrigerated trailers. In addition, Stuart has worked on behalf of Penske Truck Leasing as well Edart Truck Rental, a Hartford, CT full-service leasing company.

### **Vast Experience**

Behind DWS Fleet Management services is the 35 years of experience that Darry Stuart brings to bear for each and every client. An ASE-certified master technician, he began his career on the shop floor at dealerships and companies like S M Lorusso Sand and Gravel. His fleet management experience, which began at SM Lorusso, was followed by roles at Perdue Chicken as well as BFI (Browning-Ferris Industries) as their first regional maintenance director for the refuse vehicle fleet. Stuart has also held fleet management positions of Vice President, Fleet Operations at Lily Transportation in Needham, MA; Vice President, Distribution at Cumberland Farms/Gulf Oil in Canton, MA, and Vice President, Operations at Keen Leasing, Keen Transport Heavy Haul and Cressler Trucking in Carlisle, PA.

In addition, Stuart served at United Truck Leasing in Braintree, MA as Vice President-Operation & Maintenance where he is credited with saving \$2.9 million in maintenance costs, boosting warranty recovery

## ***DWS FLEET MANAGEMENT SERVICES***

by 300% and cutting downtime expenses by 75% in just four years. In the same period, the United fleet doubled in size to 1,800 vehicles. Stuart also served as CEO of Fleet Truck Parts in Jacksonville FL, a company he founded.

Also part of Darry's Stuart resume is his involvement with industry associations, including 28 years as an active member of the Technology & Maintenance Council (TMC) of American Trucking Associations. At TMC, he has served on the Board of Directors and numerous task forces, made countless technical presentations, organized the group's highly popular Shop Talk forum and founded and chaired its Excellence in Maintenance Supervision Award Committee. Stuart is the recipient of numerous industry awards, including TMC's Silver Spark Plug, given in recognition of an individual's outstanding contributions to the cause of excellence in heavy-duty vehicle maintenance management. Stuart is also a co-founder of the Amtralease Maintenance Committee.

DWS Fleet Management Services also provides associations, companies and legal firms with fleet management counsel and seminars designed around their needs. Seminars have covered Preventive Maintenance Management, Low Cost Provider and Don't Forget the Basics methods, as well as a Health Check Snapshot programs for evaluating fleet maintenance operations. In the past, companies that have taken part in these programs included Jacobs Vehicle Systems, Fram Corporation and World Information Systems, among others.

**To learn more about DWS Fleet Management Services at [www.darrystuart.com](http://www.darrystuart.com), call 508-384-9021 or e-mail to [dws@darrystuart.com](mailto:dws@darrystuart.com).**

**###**