



PACIFIC TANK LINES



**January
2008**

Happy Birthday

Miguel Cuevas - 5th
Manh Le - 5th
Sabrina Vazquez - 8th
Ted Honcharik - 9th
Blaine Farlow - 14th
Stephan Serfati - 15th
Glenn Estrada - 16th
Michael Moore - 19th
Lawrence Woods - 19th
Charlie Barba - 21st
Mario Gutierrez - 22nd
Domingo Muniz - 26th
Scottie Lewis - 29th
Frederick Smith - 29th

Happy Anniversary

Bryan Rumsey - 5 yrs
Richard Valenzuela - 3 yrs
James Bullis - 2 yrs
Ron Mowdy - 1 yr
Richard Jones - 1 yr

Performance

In business, encouragement and validation of a company's adherence to its *Values* can come from many different sources and at many different times.

After a weekend that included high winds and heavy rainstorms has passed with no incidents or accidents reported, our Managers will gather to compare notes. Frequently someone will comment about how fortunate we are to have professional, well-trained and safety conscious Drivers who perform to the same Safety standard regardless of the forecast. That's confirmation that our driving skills training are being practiced.

Sometimes, the validation comes in the form of a customer's quarterly performance recognition or award. That shows that we are living up to our *Performance* value. Measurements of Safety and Performance history reflects our operational activities. When those numbers hit the targets, this validates our investment into the highest caliber employees, their training, and the equipment we provide for their use.

Recently I was visiting with a prospective customer who had never done business with PTL. As we were closing our meeting, and I was asking for his commitment to place business with PTL, he made a statement to me that made me very proud of the employees we have and their professionalism at all times.

After freight rates had been presented and evaluated, he pointed to a stack of about 5 or 6 rates sheets from other carriers that were also soliciting his business. He said, "I used to be a Driver and I still talk to my Drivers. Every one of those carriers is cheaper than PTL is and still I wouldn't use them. I know the difference between the way your Drivers conduct themselves and the kind of Drivers they hire. I will use PTL as a carrier."

Now there are several other carriers that he will and does use, but every one of them is known to have many or most of the same values in common with PTL. It is no shame to be counted in the company of the industry's best. I'll take that as a compliment any day.

Our Performance Value states: **We understand that the success of the company is dependent upon our willingness and ability to perform at our best at all times. We are committed to doing every task and making every delivery in the best possible way, on time, and on budget.**

This is not to say that PTL has reached the goal of being the *premier full-service petroleum carrier* as we describe in our Vision Statement. We know the company still has a long way to go to lay claim to that one. We still make mistakes but we seek to be honest about them and take immediate steps to correct our shortcomings. It does however, feel good when yet another independent source recognizes the efforts we all expend to make Pacific Tank Lines the best petroleum carrier possible.

Thanks for all you do. Happy New Year! Let's keep moving forward in 2008.

Greg Batten, President

**February
2008**



Happy Birthday

Gregory Batten - 2nd
Christina Mc Gee - 10th
Steven Reed - 10th
William Duke - 12th
Bob Stressling - 13th
Art Appleby - 18th
Walter Phillips - 18th

Happy Anniversary

Eddie Oyos - 3 yrs
Larry Woods - 3 yrs
George Fernandez - 2 yrs
Ernesto Garcia - 2 yrs
Marina Hampton - 1 yr
Matthew Godwin - 1 yr
Jim Carter - 1 yr
Ryan Chapman - yr

Welcome New Drivers

Julio Soto - LB



Zero Incidents 2008

As we look back in review of 2007, we certainly had our ups and downs. The majority of the accidents and incidents that occurred were preventable. As we look forward to 2008, our goal as a company is

ZERO INCIDENTS.

ZERO INCIDENTS may seem like an unrealistic goal, but with everyone's involvement, we can make it a reality. We have several drivers within our driver force that have never had an incident. When asked what makes each of them successful, the similarities they gave in their answers are as follows;

- Patience
- Staying with your routine
- Avoid shortcuts
- Staying focused
- Avoid distractions
- Double check your work

When we rush or feel we are rushed, we are more likely to make mistakes. These are the times you need to take a step back, regroup, and double check your work. In addition, following safety policies and procedures will certainly make our company goal of **ZERO INCIDENTS** attainable.

As a final reminder, fatigue can largely contribute to accidents and incidents. Please make it a priority to get the appropriate rest needed.

ZERO INCIDENTS IS OUR GOAL!!



The Trainer's Corner

James Bullis – Colton Trainer



Happy New Year everyone! So far January has been pretty wet. It is time to slow down and be extra careful on the roads, at the racks, and at the stations.

On the road, we've all seen the four wheelers flying by at seventy miles per hour in the rain only to see them again a couple of miles later spun out. That's why it is important for us to reduce our speed and maintain enough of a distance to give us time to react in case they spin out in front of us.

When we are at the loading racks and delivery sites when it is raining, our first instinct is to hurry up and get done so that we can get back into that warm, dry truck. Hurry up to me means taking shortcuts, breaking routines, missing steps and inevitably making mistakes. We are much better off to slow down and take the time we need to get the job done right.

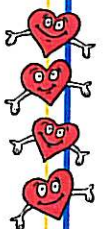
On a final note, for you new guys, if there is something you don't know, please don't be afraid to ask. We've all been where you are now, training is intense and can sometimes be overwhelming, so if you need to go over something again, just ask one of us.

I hope everyone has a great year!



February & March Safety Meetings

Place	Day	Dates	Time
Oxnard	Tuesday	Jan. 22	3 pm
Las Vegas	Thursday	Jan. 30	3 pm
Colton	Tuesday	Feb. 12	3 pm
San Diego	Tuesday	Feb. 12	3 pm
Colton	Thursday	Feb. 14	3 pm
San Diego	Thursday	Feb. 14	3 pm
Sylmar	Tuesday	Feb. 19	3 pm
Huntington Bch	Thursday	Feb. 21	3 pm
Oxnard	Tuesday	Feb. 26	3 pm
Las Vegas	Thursday	Feb. 28	3 pm
Colton	Tuesday	March 11	3 pm
San Diego	Tuesday	March 11	3 pm
Colton	Thursday	March 13	3 pm
San Diego	Thursday	March 13	3 pm
Sylmar	Tuesday	March 18	3 pm
Huntington Bch	Thursday	March 20	3 pm
Oxnard	Tuesday	March 25	3 pm
Las Vegas	Thursday	March 27	3 pm



New Driver's—2nd First Day

Corporate	Tuesday	Feb. 12	1 pm
Fernando Gonzales	Miguel Nevarez	Abert Onzures	
Charles Lewis	Juan DeLaTorre	Domingo Muniz	
	Juan Armendariz		

Vision Statement

Pacific Tank Lines is committed to being the premier full-service petroleum carrier, dedicated to the highest level of customer service.