



NEWS RELEASE

## Johnson Brothers Relies on Ryder for Expert Maintenance and Service

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MIAMI--(BUSINESS WIRE)-- **Ryder System, Inc.** (NYSE: R), a leader in **commercial fleet management, dedicated transportation, and supply chain solutions**, announced today that **Johnson Brothers** – a family-owned wine, spirits, beer, and non-alcoholic beverages distributor – has selected Ryder as its Contract Maintenance provider. Under the maintenance agreement, Ryder provides a combination of **Comprehensive** and **Preventive** Maintenance services throughout Johnson Brothers' network spanning 15 states and a total of 517 vehicles. Ryder also recently established an **On-Site Maintenance** shop for Johnson Brothers in St. Paul, Minn., where Ryder services a portion of Johnson Brothers' fleet.

"We're not diesel mechanics," said David Russ, Operations Manager, Johnson Brothers. "We sell wine and spirits – that's what we're good at. Ryder is the expert at maintaining our equipment."

Johnson Brothers has been purchasing used vehicles from Ryder for the past seven years. According to Mr. Russ, Johnson Brothers made the decision to also outsource the maintenance of its vehicles to Ryder because of Ryder's expert technician workforce, reliable service, and extensive national network of fuel and service locations.

Ryder conducted a full analysis of Johnson Brothers' transportation network, which included a Total Cost of Ownership (TCO) assessment. With Ryder's TCO tool, Johnson Brothers was able to analyze the numerous factors involved in a vehicle's useful lifetime, such as maintenance costs, labor hours, labor rate, tires, parts, and supplies.

"It's always great to see customer relationships, like the one Ryder has with Johnson Brothers, grow and evolve," said Dennis Cooke, President of Global Fleet Management Solutions, Ryder. "Critical to Johnson Brothers' success is vehicle uptime, quick maintenance turn-around, and visibility into their fleet performance – all of which we are both happy and proud to make possible."

Johnson Brothers has been providing world class service to customers throughout the United States since 1953. Its customers consist of retail outlets, including grocery stores, C-stores, bars, restaurants, and state liquor stores.

## About Ryder

Ryder is a FORTUNE 500® commercial fleet management and supply chain solutions company. Ryder's stock (NYSE:R) is a component of the Dow Jones Transportation Average and the Standard & Poor's 500 Index. Ryder has been named among FORTUNE's World's Most Admired Companies, and has been recognized for its industry-leading practices in third-party logistics, environmentally-friendly fleet and supply chain solutions, and world-class safety and security programs. The Company is a proud member of the American Red Cross Disaster Responder Program, supporting national and local disaster preparedness and response efforts. For more information, visit [www.ryder.com](http://www.ryder.com), and follow us on our **Online Newsroom, Facebook, LinkedIn, Twitter, and YouTube.**

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