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**T. L. BAINEY INC.
& DRT RACING**

TIM BAINEY

TIP OF THE ICEBERG

When Destination Success caught up with fleet owner Tim Bainey Sr., the goal was simple: Find out about Tim's equipment and his business perspective. As we quickly learned, that was only the

Tip of the Iceberg

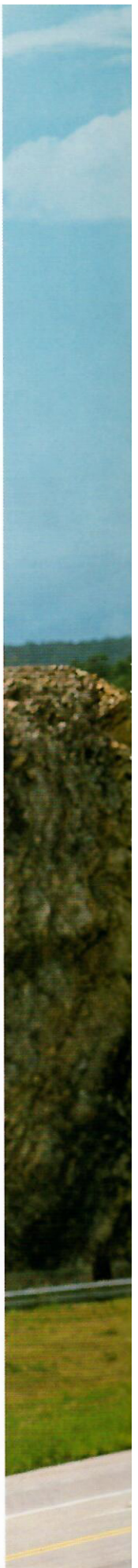
Tim is admired for his years of hard work, unwavering values and his dedication to helping others — even when the odds are stacked against them. It's that same dedication that he shows his wife of 29 years, Delores "Moe" Bainey, his family, his fleet, T.L. Bainey Inc., a competitive race team — DRT Enterprises — and all the friendships he's gained along the way. Indeed, Tim has made a profound impact on all who know him — and even on many who don't.

"It all started in high school in my wrestling days," Tim says. "I learned how hard you really have to work in order to win. Most people have no idea how hard it is, or are unwilling to make the sacrifices necessary to really succeed. An old mentor of mine used to tell me all the time: 'the funny thing about luck is, the harder you work, the luckier you get.'"

Tim started out in trucking in 1988 as a company driver, pulling a dump trailer. He recounts: "Soon after that, my father-in-law decided to get out of the trucking business, so I borrowed some money, bought the truck from him and started driving for myself. Fortunately, I was able to partner up with a couple of reputable carriers as soon as possible."

TEXT BY JIM BUCK
PHOTOGRAPHY BY PATRICK ROBERTS

TIM'S 2000 FREIGHTLINER CENTURY CLASS SLEEPERCAB™ HAULS
THE DRT ENTERPRISES RACE TEAM.





Since then, Tim's been an owner-operator, a racecar driver and now is an active fleet owner and racing team owner. Tim's fleet, T.L. Bainey Inc., typically hauls freight from distribution centers to retailers. His racing team is named DRT Enterprises (drtenterprises.com) for his three sons, Dan, Randy and Tim Jr. Dan is Crew Chief, Randy is Manager of Operations and Tim Jr. is in the driver's seat. "My son Tim Jr. is sponsored by Greased Lightning and races in the USAR Hooters Pro Cup Series (usarprocup.com)," Tim says, beaming. "It's an incredibly competitive series, and I'm proud of how my boys are rising to the challenge this year."



TIM BAINEY, PRESIDENT OF T. L. BAINEY INC., WORKS UNDER THE HOOD OF HIS DRT ENTERPRISES GREASED LIGHTNING RACECAR.

"My drivers are not numbers — they're people. And putting them in the right equipment is one of the ways I keep drivers happy and productive — we've made a lot of gains in this area because of help from SelecTrucks."

Today, Tim's fleet consists of eight company trucks and four owner-operators, in addition to his indispensable administrative assistants, Moe and Kim. Tim says, "Sometimes we have more trucks and drivers than we have work, but that's how the trucking industry goes, you have to be flexible and adaptable." But that doesn't mean Tim doesn't value his drivers; in fact, quite the opposite. "My drivers are not numbers — they're people. And putting them in the right equipment is one of the ways I keep drivers happy and productive — we've made a lot of gains in this area because of help from SelecTrucks."

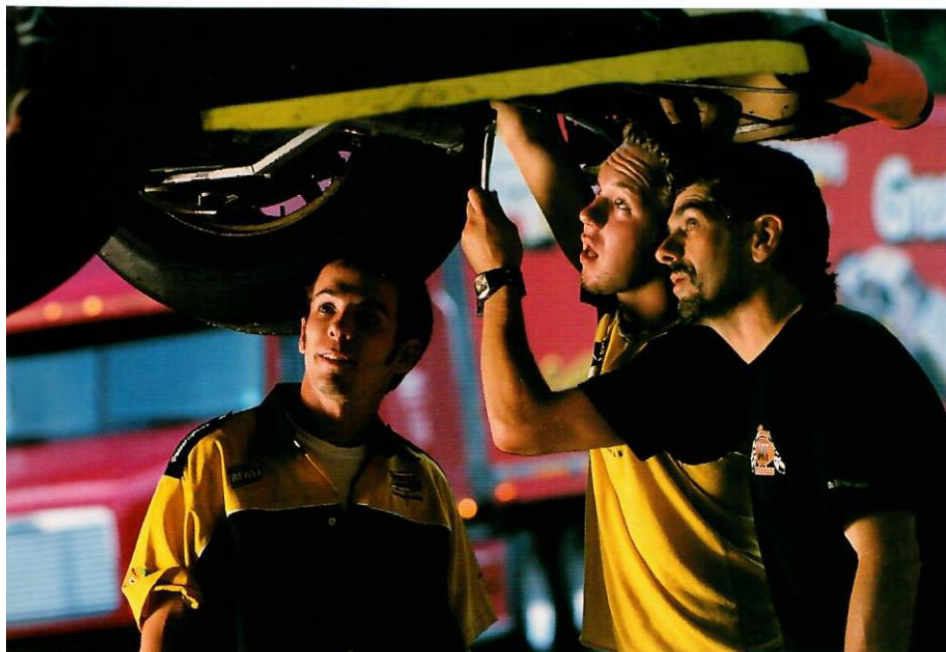
How does Tim find drivers? "Getting drivers isn't too hard — getting good drivers is. You're only as good as the people you have around you." Tim credits

his strong network of relationships for bringing him key drivers.

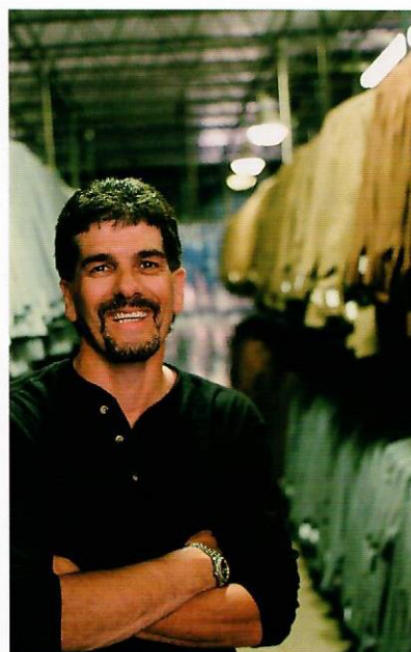
Tim feels a key to success lies in giving drivers full responsibility and trusting them to do the right thing. "Trucking is a 24-hour-a-day job. I tell my drivers 'if you have to call me at 2:00 a.m., please call me. Just please don't tell me you only need a windshield wiper,'" Tim says, laughing. His drivers also know they can rely on him to keep them on the road with quality equipment and professional service.

The fact is evident when it comes to maintenance and repairs for Tim's fleet. He explains, "No matter where we are, out on the road, I always try to get my trucks to a Freightliner location for service — because I know we'll get quality service. It doesn't matter if I break down

in Boston or in Las Vegas, there's someone nearby that's going to go the extra mile for you," Tim says. "And no matter where you go, they have the repair history available. Most of all, they have good people who are paid to fix trucks, not just tinker with them." Tim's latest truck purchase is a pre-owned, 2000 Century Class SleeperCab™ with a Detroit motor, which he purchased from SelecTrucks of Cleveland. He recounts: "We were on our way to a race, and I just happened to stop in to ask about a truck I needed for a guy I was getting ready to hire. That led to me getting exactly the truck I needed," Tim explains. "They put on new tires, gave me warranty options and all-around great service. I guess that's why SelecTrucks is different."



TIM (R) SPENDS HOURS WORKING ON RACECARS WITH HIS SONS TIM JR. (L), RANDY (M) AND DAN (NOT PICTURED).



TIM HAULS SUITS AND DONATES TIME TO CHARITIES FOR HIS LONG-TIME FRIEND CHUCK NAVASKY OF FALCONE SUITS.

Tim employs the truck as his “halo” rig for special projects like pulling the race team and to help his good friend Chuck Navasky with charity work. “Chuck’s foundation (Navasky Foundation for Life) holds a number of benefit concerts for the One Less Tear music project (onelesstear.com), and his family business (falconesuits.com) has me hauling Chuck’s inventory of custom suits to places like Vegas, for shows.”

Throughout the years, Tim has used his success in business to help charities like Big Brothers/Big Sisters and Children’s Miracle Network; even using his own racing team to provide on-track thrill rides for terminally ill patients. But he makes all efforts to deflect praise. “For me, it doesn’t

matter if I get any credit for it — I’m just happy to help someone out. It’s amazing how every person makes a difference just by being here.”

And Tim makes no secret about where his motivation comes from: “These kids...when our racing team visits the hospitals — they’re my greatest inspiration. They don’t give up — that’s the kind of inspiration we all need. If you’re looking for perspective on what’s really important in life, you don’t need to look any farther than the smile on one of these kids’ faces.” It’s enough warmth in his heart to melt an iceberg.

On the surface, Tim Baine Sr. is an ordinary fleet owner, working tirelessly to stay ahead, facing the everyday trials and tribulations that come with

the territory. Tim is also a man of devotion and compassion. Such is the amazing life of Tim Baine Sr., fleet operator, racing team owner, husband, father and friend to many — an ordinary person doing extraordinary things.

When asked how he is able to make such a profound impact on the world around him, Tim says that no matter if it’s trucking, racing or life, “you don’t get to deal your hand, but you do get to play the hand you’re dealt, so play that hand for all you’re worth.”

With Tim’s team of satisfied drivers, solid relationships with his freight clients and a steady source of quality equipment, T.L. Baine Inc. looks to have it all, in spades.

TIM BAINEY SR., PRESIDENT/OWNER, T. L. BAINEY INC.

Tim’s been a company driver, then an owner-operator, stock car racer and now is an active fleet owner and race team owner. Tim’s fleet, T.L. Baine Inc., hauls freight from distribution centers to retailers and pulls his racing team, DRT Enterprises, named for his three sons, Dan, Randy and Tim Jr. Through the help of his drivers, his sons and his assistants—his wife, Delores,

and his administrative assistant, Kim — Tim’s business and racing interests keep rolling ahead.

Do you own or lease a fleet of Freightliner vehicles? We’d love to hear your story! E-mail us at editor@d-smag.com, or call us at 1-877-627-2930.