

# THESE PISTACCHIOS

## *are nuts over trucks.*

Drive down California's fertile San Joaquin Valley any summer day and you'll see vintage biplanes swooping over fields on crop-dusting runs. Drive a little farther and odds are you'll meet several dark-green Fuller-g geared White Freightliners pulling shiny stainless-steel double tankers.

Marked on the doors of the tractors will be "G & J Pistacchio Trucking, Fresno, California." Inside the tankers are 27 tons of bulk fertilizer bound for one of many farms, orchards, or vineyards in the 200-mile-long valley.

"G & J" stand for George and Joe Pistacchio, two brothers in an Italian family with deep roots in San Joaquin Valley. Deep roots in the sense that the Pistacchios have been serving truck farmers since the closing days of World War II. Serving them as truck operators.

George really started the business back in 1945 when he hauled grapes from vineyards to several of the Valley's famous wineries and raisin-making plants. Brother Joe joined him a few years later and Frank Montecchi, brother-in-law to both Pistacchio brothers, joined them a short time later.

Today, the brothers have built the business into two separate companies; G & J Pistacchio Trucking, Inc., a permitted cement contract carrier; and G & J Freight, Inc., with credentials to haul general commodities in California, Oregon, and Arizona.

"Even though we haul steel, pipe, cement, fruits and grain," George says, "fertilizer makes up the largest percentage of our runs. This is due to this area we live in."

San Joaquin Valley is truly a garden in the midst of two bordering rocky, barren mountain ranges. In this garden grow the grapes, figs, and cotton that make the Valley one of the nation's leaders in agricultural wealth.

"But without fertilizer and irrigation, this garden would sometimes be a desert," Frank says. "Rainfall here is something meager. So to grow crops consistently, we've got to give them man-made assistance."

To haul the fertilizer, the Pistacchios use six new White Freightliner WFT 7242T tractors, equipped with 265-hp diesel engines, FULLER® Twin Countershaft RTO-910 ROADRANGER® Transmissions, 6.14:1 single axles and 11.00 x 24.5 tires. The tractors pull double pneumatic unloading tankers.

"We specified the RTO-910 for two reasons," says George. "First, because it gives our 76,800-pound units a cruising speed of 53 mph, which is ideal for our operation. Second, we specified the overdrive model to operate the tankers' air compression system off the transmission's power takeoff gear."

"Of course, all of our 16 road tractors—consisting of Kenworths, Peterbilts, Internationals, and Freightliners—are all Fuller-g geared," George says. "Simply because we feel Fuller transmissions work best for us and give us better service."

George knows what he's talking about because he serves as maintenance director for the two companies. Even though he started the brothers in trucking, his first love is looking after the tractors and trailers.

"Joe's the brother who likes the business end of things," says Bob Kemble, office manager. "So he's the president."

Kemble oversees dispatching assignments for 16 drivers and more than 80 pieces of equipment.

"We average about 800 hauls a year running over 75,000 miles," Bob says, "so things get rushed every now and then. Our tractors

were busy enough last year to put us over the \$1 million mark in gross revenues."

Anticipating the continuance of their constant growth pattern, Joe comments, "Bigger and better things are expected for us in the future years."

We're betting the Pistacchios will improve that mark many times over in the years to come. George's son David, and Joe's son Tom are following in their fathers' footsteps. With four Pistacchios crazy over trucks, they'll be a going concern.

### SPECIFICATIONS

Tractor	White Freightliner WFT 7242T
GCW	76,800 lbs
Engine	265-hp diesel
Transmission	Fuller RTO-910 ROADRANGER
Axle	6.14:1
Tires	11.00 x 24.5

Joe Pistacchio joined his brother in 1947 and now serves as company president.

