



## MESSAGE FROM TEX ROBBINS

Five years ago, when we first had idea of creating the TEXR Foundation, we had a clear vision of what we wanted to accomplish. We wanted a formal way to provide assistance to those within the Lone Star Transportation family and a more consistent and effective way to have a positive impact within the communities where Lone Star operates. In short, we wanted to give back to those who have helped us be successful. What we didn't fully realize at that time was just how positive the response would be from our friends and business partners to the concept of "taking care of our own."

From our very first golf tournament in 2012, when we initially reached out to our network of vendors and friends and shared our vision and asked for financial support, the response has been overwhelmingly enthusiastic. And that enthusiasm has never waned. In fact, we have seen the reach of the TEXR Foundation grow annually in direct correlation to the financial support of our network of donors and supporters. The more support we have received, the more resources we have been able to deploy to fulfill our original vision and mission.

Over the five years, we have been able to

- award 75 educational scholarships worth more than \$100,000 to our employees and their dependents;
- financially underwrite worthy charities and causes in the communities we operate in by providing grants totaling more than \$100,000;
- provide support to our employees and their dependents in times of need as a direct result of unforeseen personal circumstances; and
- show appreciation to our professional driver force during National Truck Driver Appreciation Week.

As we prepare to celebrate our five-year anniversary this spring with our fifth annual golf fundraiser, we wanted to pause at the beginning of the year and use this space to highlight some of our successes but, more importantly, highlight some of those who have allowed us to be successful. While we don't have the space to mention all of those who have supported us since our beginning, we wanted to bring you the perspective of one of our donors, Danny Proctor of Regions Insurance, who has been with us since our very first fundraiser.

As the same time, we wanted to provide specific examples of how our donations, grants, and scholarships have changed the lives of recipients. Included in this report are the stories of some of those who have benefitted from the TEXR Foundation. It is our opportunity to connect those with a heart to give with those who have benefitted from that generosity and giving spirit. In short, we wanted you to see how your dollars have been put to work.

Our leadership team at Lone Star, as well as many of our employees, have enthusiastically supported the TEXR Foundation from the very beginning. It is our chance to return something to those who have helped make our business successful. But we all feel this is much more than

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Partner Spotlight:  
Danny Proctor,  
Regions Insurance



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a business decision. We truly do believe in taking care of our own. We are very grateful that so many of you – our business partners, vendors, friends – have so graciously shared our vision and joined us in this effort.

We hope you enjoy the information we are providing and trust it will help clearly communicate how important your past support – and future support – is to those who benefit from your generosity. With that support, we can continue to positively impact the lives of those within our family and the communities we serve.

On behalf of the board of trustees of the TEXR Foundation and everyone involved with Lone Star Transportation, thank you for your generosity and continued commitment to the values that make our company so strong and the people that are so vital to keeping our economy moving each and every day.

**Tex Robbins,**  
**Chairman, TEXR Foundation**

Danny Proctor started in the insurance business in 1975 selling life and health insurance. In 1982 he started Consolidated Insurance Group and moved in to the property and casualty side of the business. Over the period spanning from 1982 to 2006 the company grew from one office in Texarkana, Texas to three offices by adding locations in Houston and Waco. In 2006, Regions Insurance Group purchased Consolidated, bringing a number of new services to clients. Danny sits on the board of trustees of TXTA (the trucking association in Texas) and on the TXTA Foundation's board. Danny is married to Robin Choate Proctor and have they three children; Stephanie, Justin, and Chase. Danny has personally, and through his business, been a major supporter of the TEXR Foundation since its creation. Danny sat down with us to discuss why he supports TEXR and shared his thoughts about our industry.

**Q: How long have you known Tex and the Lone Star team and done business with them and how has that business relationship led to your supporting the TEXR Foundation?**

A: I started working with Lone Star Transportation January 1, 1995 when they responded to a magazine ad I had running about the coverages we offer. In 2004 Tex Robbins purchased the company and that's when my current-day relationship with Tex and Lone Star was firmly established. Of course, as a vendor, I participate with a number of my clients in their causes but Lone Star has always held a special spot in my heart. Tex has proven to me many times that his management style is incredible. When he purchased the company he immediately sought and received the buy-in of the employees about where he wanted to take the company. Nobody outworks him and he is so hands-on for a company this size. He can solve issues before they fester. I am proud to be a sponsor of this wonderful foundation. It is perfect example of how Tex runs his business.

**Q: What is it about the approach Lone Star takes in supporting its people and its neighbors through the TEXR Foundation that is appealing to you?**

A: The number one thing I can say is Tex loves his people. He is fiercely loyal to his company and to the vendors he uses. Lone Star operates based on true partnerships, whether it is with vendors, customers, or employees. Tex uses this same approach with the foundation and the recipients that benefit from the foundation. We are proud to be partners in the TEXR Foundation.

**Q: You have been and continued to be very involved in a number of industry organizations that support the trucking industry. Why do you feel it is important to support these kinds of organizations?**

A: I believe you have to give back to the industry. Trucking has raised my family and has given great support to me for 40 years. I think the TXTA, ATA, and the Truckload Carriers Association are doing great work to protect and support this most important industry. And I must say the people in this industry are just great people to work with. Transportation seems to always have challenges from either federal regulations, state and local government, and -- at times -- insurance. It is my obligation to support the efforts that positively affect our clients and keep them rolling. As for the TEXR foundation it, in many ways, support folks in need and there is no higher cause.

