



Welcome to the bi-monthly publication by PGT Trucking. This newsletter is for you, our customer. We welcome and encourage your feedback.

SAFETY MUST BE A TOP PRIORITY

No matter what trucking company you work with, please make sure they are committed to safety. Safety education should be a major focus with their drivers.

At a minimum, trucking companies should:

- Conduct monthly safety meetings
- Quarterly on-line safety training
- Reinforce the hours of service and safe driving techniques to all drivers
- Offer CSA awareness training and post monthly CSA scores for their drivers
- Perform customer site safety audits to ensure and assist the drivers and customers with proper securement
- Publish a securement manual

Trucking companies should also offer the following in their trucks:

- **Electronic On-Board Recording (EOBR)** - Automatically tracks the driver's duty status and notifies drivers and dispatchers of impending violations. Fleet managers receive automatic updates on duty status, driving time and remaining hours of service.
- **Navigation** - Allows drivers to input vehicle parameters and route preferences. Displays at-a-glance text instructions and a large arrow indicating their next turn, substantially minimizing driver distraction in the cab, while improving driver safety by encouraging "hands free" directions.
- **Critical Event Recording** - Monitors hard-braking, driver-initiated alerts and key on-board sensor data. Sends near real-time alerts when critical events occur. Collects on-board second-by-second sensor data before, during and after an event. Records objective information safety managers can use when coaching drivers. Delivers graphical satellite-images and hybrid maps of incident locations with its GPS fleet tracking capability.

At PGT Trucking, safety is everyone's job-all the time.

TRUCKING INDUSTRY NEWS

Job Growth: According to the Bureau of Labor & Statistics, the trucking industry added 2,000 jobs in June .

Industry Overview: The trucking industry employs 6.8 million people, including more than 3 million drivers. In 2011, the trucking industry moved almost \$604 billion in freight (over 80% of all freight transportation revenue).

Source: American Transportation Association

Safety: The number of truck-involved fatalities has fallen by 28 percent. Since the current hours of service rules went into effect, the number of truck-involved injuries has dropped to 27 percent.

Source: American Transportation Association

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AN OVERVIEW OF THE DRIVER SHORTAGE

The news is flooded with stories about the lagging U.S. economy and disappointing jobs reports, but it appears there is at least one profession that could use a few more applicants. There is a genuine shortage of truck drivers, and the problem could lead to pricier deliveries and longer waits on packages.

There are plenty of reasons for the driver shortage, with a raft of retiring baby boomers and the price for a six-week training course being among the main culprits. Another potential issue is a requirement for trucking companies to publish their safety records, which has reportedly led to some companies looking only for drivers with clean records. And the problem could become worse in the next year as the federal government enacts strict federal limits on the time drivers can spend behind the wheel of a big rig.

The good news is that drivers at least 21 years of age have plenty of opportunities for employment. Pay has gone up as well, with compensation jumping five percent year-over-year to an industry average of \$50,000 per year. And with pay jumping that fast, a few thousand dollars worth of training becomes more of an investment. Unfortunately, the CDL requirement of 21 years old excludes a key demographic of fresh 18-year-old high school graduates who are joining the work force and looking for career opportunities. The industry may need to create an apprenticeship program to seize that age group and help young drivers learn more about the business.

The U.S. Bureau of Labor Statistics reports that the number of drivers needed will grow even larger, as more than 330,000 jobs are expected to open up in the trucking industry between 2010 and 2020. But many of those positions go unfilled, despite the country's economy and a federal 7.5 percent unemployment rate, leaving trucking company officials scratching their heads as they stare down a sea of empty steering wheels.

Truck drivers don't need a college degree and earn better than average wages. A commercial drivers' license must be obtained after attending a driving school. While some companies do sponsor their own schools or help with tuition reimbursement, the multi-month program can cost \$4,000 to \$6,000, which can be a barrier for some potential drivers.

Driving a truck is a lifestyle commitment. You need to be an independent person who doesn't need hand holding. Birthday parties, T-ball games, and anniversaries may be missed as drivers log long hours along the roads. Eating meals at truck stops and sleeping in an extended cab might not be the life for everyone.

Many truckers breaking into the business spend their beginning years traveling across the country. Local jobs are achievable, but they're harder to find and go to drivers with a few years of solid experience under their belts. If you have a good driving record and employment record you can go anywhere.



FUEL ECONOMY 101

Fuel economy is a major focus for every trucking company. Heck, for everyone who drives a vehicle. Detailed below are several tips employed by trucking companies that can be used by anyone operating a vehicle.



Here are five ways to reduce fuel consumption:

Reduce the amount of idling

Most idling comes from drivers attempting to use some sort of climate control. They are either using the heater or air conditioning. By simply adding an extra blanket or an electric blanket in cool climates or using a screen and a fan in warm climates, drivers can significantly reduce unnecessary idling and save fuel.

Shift progressively

The key idea is to use the lowest engine revolutions possible in each gear during an upshift sequence. Unfortunately, most drivers are convinced that the fastest way to accelerate is to take every shift high into the gear. You can actually accelerate faster by getting into a higher gear sooner. This is accomplished by using minimum engine revs for each gear change. The bottom line? Keep revs low for better fuel economy. It's quieter and smoother.

Road speed and distance to other vehicles

The faster a truck goes, the more fuel it consumes. At speeds above 55 mph, each one mile per hour increase in vehicle speed decreases fuel economy by 0.1 mpg. Reducing road speed can reduce fuel consumption substantially. Travelling slowly also allows you to spend more time at optimal cruise speed and less time on the brake pedal adjusting to traffic flow. There's truth to the old adage that slow and steady wins the race.

Preserve momentum

A downhill ride is a free ride. Forget for a moment that it took a little extra fuel to get up the hill. You want to use the momentum of the downhill ride to help you up the next hill. Applying the brakes will rob the truck of some of that momentum, so it becomes a delicate balance for the driver to let the truck roll out on the hill without exceeding speed limits or running too fast for conditions. The key is in cresting the hill at something less than full speed and using gravity on the downhill side to gain back that speed.

Control your cruise control

Cruise control has one purpose: to maintain the set speed. It will maintain speed at all costs provided it is within the power of the engine. Sometimes a downshift is required, at which point cruise is sometimes disengaged and sometimes not. Drivers need to pay close attention to too much acceleration and deceleration, which can eat up fuel.

PGT TERMINAL SPOTLIGHT: GARY, IN

Gary Indiana, located in Lake County, is a city southeast of the Chicago metropolitan area and is just 25 miles from downtown Chicago. With a population of around 80,000, it borders Lake Michigan and is known for its large steel industry as well as the birthplace of the Jackson singing family. The city was founded in 1906 by the United States Steel Corporation as the home for its newest and largest plant.

Recognizing Gary as a key strategic location, PGT Trucking opened a terminal there in 1985. The Gary facility operates 69 trucks, which focus on heavy haul, regional, dedicated and OTR services.

The Gary Terminal is a full-service facility with amenities including a driver lounge, shower facilities, full maintenance facility, a fully equipped road service truck and is conveniently located within minutes of many of our valued customers.

Our operations team is made up of Bob Cook, Director of Midwest Operations, who brings over 20 years of experience in the flatbed industry; Carol Walla, the Manager of Midwest Operations, bringing 32 years of flatbed experience; our Fleet Manager is Joel Hilbrich. Chuck Bouche is the Manager of the Heavy Haul division, bringing 28 Years of specialized experience, along with Gale Switzer, who is the Administrative Associate.

Together our team in Gary is top notch and ready to answer your hauling needs. The Midwest terminal's central location allows PGT to serve a large region by utilizing the fleet domiciled at Gary along with trucks from other locations headed into the large Chicago area market.



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