

American Pride

Published Quarterly

American☆☆☆☆☆
Transport, Inc



ATI☆☆☆☆☆
Trucking, LLC



President's Letter

American Transport/ ATI Trucking posted revenue of \$15.6 Million in the 3rd Quarter, a 5.4% increase from the 3rd Quarter of last year. American Wind Transport once again put up good numbers for the Quarter, \$12.1 Million, an increase of 17% Year over Year. And kudos to Marathon Transport, whose 3rd Quarter revenue jumped 13% over 2015 and with Year-to-Date revenue up 32% over 2015. Great job!

TII as a group posted our best quarter ever, thanks to the addition of Jones to the TII Family. TII's Consolidated revenue for the quarter was \$82 Million, up from \$51 Million in the 3rd Quarter of last year! Our affiliation with Jones and our improved ranking among the top carriers in the country is bringing in some additional customer inquiries, which will result in additional freight for all of us.

What else is new at TII? Technology! We know that our computer system and processes are very good compared to our competitors. Our new affiliation with Jones is going to make us even better! We've made some recent improvements to TILT that were adopted from Jones, with more improvements and changes to come in the next few months when Jones will begin using our system. Our I.T. Dept., an excellent group (some of them are nearly as smart as I am) with a great mix of experience and creativity, has been working diligently to improve the user experience for you. TII is making a serious investment in new and improved technology, with the kinds of financial and human resources investments that few other carriers can match.

Speaking of technology, I think we can all agree that advances are being made faster and faster. Every day you encounter a new app, a new program, a new way to pay for things or a new way to do things. And yes, these changes can be overwhelming and even a little frightening, especially for the "older crowd" that did not use computers in our younger years. But it's in our best interests to stay on top of new advances to keep from getting left behind, which can often mean "less income". A few suggestions that might help:

- When reading trade publications, don't skip the articles about technology. These publications are geared towards the professional driver and others in the transportation field, so the programs and tools they're talking about are for YOU!
- Set aside some time to try new programs or apps, or to learn how to fully use the tools you already own but have not yet mastered.
- Overwhelmed, confused, or lost? Who can you turn to for help?
 - *Call your Central Dispatcher for help with anything regarding our programs, reports or tools.
 - *Ask a kid! The best source of information on how to use new technology can often be your children or grandchildren.
- Invest in newer technology. Still using a flip phone? Give yourself an early Christmas present and upgrade! Using a GPS unit designed for cars? Buy a truck-based unit now, BEFORE you hit an overpass or go over a weight-restricted bridge. Been thinking of getting a tablet or a laptop so you can stay in touch while on the road? They've never been cheaper, and free WiFi is available at millions of locations.

Finally, with Thanksgiving fast approaching, I'd like to tell you what I'm thankful for. I'm thankful for my health, and my good luck in staying healthy. I'm thankful for my coworkers here in the office who put in some long hours to finish our work on time. I'm thankful that the U.S. economy is still chugging along at a decent clip, especially compared to most of the rest of the world. And I'm especially thankful for all of you, for your dedication to our companies and your hard work. Without you, we're nothing. On behalf of the entire organization, THANK YOU!

Sincerely yours,
AMERICAN TRANSPORT, INC.

David Hartman
President

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Violation Free D.O.T. Inspections

The following independent contractors have received a VIOLATION FREE D.O.T. INSPECTION

<i>Driver</i>	<i>State (Province)</i>	<i>Inspected</i>	<i>Level</i>	<i>Driver</i>	<i>State (Province)</i>	<i>Inspected</i>	<i>Level</i>	<i>Driver</i>	<i>State (Province)</i>	<i>Inspected</i>	<i>Level</i>
Gerald Benner	TN		1	Donald Scott Jr.	NC		2	Doyle Lawrence	CA		1
Gerald Benner	TX		2	Jason Sellers	MS		2	Emrick Petruska	NY		2
Jess Cantrell, Sr.	MS		3	William "Terry" Smith	PA		3	John Postlethwait	CA		1
Michael Crawford	AL		2	David Stevens	MT		2	Anthony Reese	TX		3
Charles "Tommy" Evans	MO		3	Tommy Wagers	KY		3	Bruce Rodabaugh Jr.	WA		3
Charles "Tommy" Evans	KY		3	Jason Werts	MD		2	Bruce Rodabaugh Jr.	WA		3
Scott Glissen	MS		2	Richard Whiteley	AZ		3	Timothy Borgmann	MT		2
George Gunter	TX		2	Samuel Aguilar	UT		1	Timothy Borgmann	MT		3
Daniel Hull	NY		2	Edward "Eddy" Arnold	MT		2	Daniel Burstein	FL		3
Raymond Mast	KY		2	Stephen Chapman	NV		2	Leaman Canup	TX		3
Shanthony Moss	MD		2	James Craven	CA		3	James Chadwick	KS		2
Christopher Murphy	AL		3	Ibe Dezino	WA		2	Joseph Gooding	IL		3
Greg Peek	TX		3	Ibe Dezino	NM		2	Dean Hagar	SD		3
Greg Peek	MO		2	Ibe Dezino	NM		2	Russell Henzman	TN		3
Ronald Ransdorf	OH		1	Patrick Foster	TX		2	Russell Henzman	AL		2
Jerry Robinson	KY		3	Patrick Foster	TX		2	Jessie Jackson II	IN		2
Jerry Robinson	AL		3	Mark Hawkins	CA		3	Ellis Kitchen	IN		2
Francisco Rodriguez	AZ		3	Mark Hawkins	CA		1	William Payne	TX		3
Everitt Runyan	OH		3	Gerald "Gerry" Hyde	TX		2	Willard Schaaf	CO		3
				Doyle Lawrence	AZ		3				

10-Year Veterans

Congratulations are in order to the following drivers for becoming 10-year veterans with American Transport, Inc.

<i>Driver</i>	<i>Date</i>
James Olear	11/27/2006
Fred Ladson	12/04/2006
Daril Swinney	12/08/2006
Richard Williams	12/18/2006

Congratulations and thanks for a job well done.

Improved Discount!

Good news! Transport Investments has negotiated a revised fuel discount with Pilot & Flying J truck stop chains. All Pilot & Flying J locations are now offering a "Cost + 1" discount. That means whatever Pilot & Flying J paid for a gallon of fuel they will only add \$0.01 to it for their sales price to you!

Don't forget, you can use the Fuelbook app on your smart phone to find the exact price per gallon that you would pay on any day at any truck stop. If you have any questions about Fuelbook please contact Central Dispatch.

25-Year Veteran

Congratulation are in order to Galen Fisher for becoming a 25-year veteran with American Transport, Inc. Galen joined American Transport on October 26, 1991.

Congratulation, and thanks for a job well done!



**Top Flatbed Drivers
3rd Quarter – 2016**

	<i>Unit</i>	<i>Terminal</i>
William Johnson	540124	AT793 Burnsville, MS
James Simcox	104032	AT045 System Truck
Robert Harris	707200	AT045 System Truck
Gerald Benner	104035	AT045 System Truck
Fred Ladson	773341	AT450 Prosperity, SC
Shanthony Moss	208701	AT045 System Truck
Henry Carmichael	773333	AT450 Prosperity, SC
James Scarborough	759200	AT450 Prosperity, SC
Michael Crawford	540125	AT793 Burnsville, MS
Kindya Hill	210702	AT045 System Truck

**Top ATI Trucking Drivers
3rd Quarter—2016**

	<i>Unit</i>	<i>Terminal</i>
James Carr	WLD85493	FT540 Glendale, AZ
Kenneth	WFA80976	FT540 Glendale, AZ
Mark Shonis	WLDX1894	FT540 Glendale, AZ
James Carpenter	FW109	FT540 Glendale, AZ
Simon Hernandez	WLA75370	FT540 Glendale, AZ
David Hoover	WFA80977	FT540 Glendale, AZ
Nicholas Ware	WLB75369	FT540 Glendale, AZ
Rajinder Gill	WLC06031	FT540 Glendale, AZ
James Skaggs	FW0127	FT544 Fife, WA
Ricardo "Rick" Pagan	WLA42270	FT540 Glendale, AZ

**Specialized Equipment Drivers
3rd Quarter - 2016**

	<i>Unit</i>	<i>Terminal</i>
John Brock	766428	AT908 Houston, TX
Jerry Robinson	758700	AT045 System Truck
Brad Defoor	766436	AT908 Houston, TX
James Trench	766430	AT908 Houston, TX
Michael Kyle	766439	AT908 Houston, TX

**Top Reefer/Van/Bulk Drivers
3rd Quarter - 2016**

	<i>Unit</i>	<i>Terminal</i>
Shaun Peoples	773080	AT615 York, SC
Eddie Russell	773155	AT045 System Truck
Donald Scott, Jr.	773191	AT045 System Truck

ATI Trucking Contractor of the Quarter

We would like to congratulate James Carpenter for being named ATI Trucking's Contractor of the Quarter for the 3rd Quarter of 2016!

James has been leased to ATI Trucking since April of 2016. During James' tenure he has consistently received compliments from shippers and receivers for his attitude, professional appearance, and timeliness. He is always well prepared and his equipment is kept in top condition.

We appreciate the hard work James does for us and will be sending him a gift as a token of our gratitude.

Thank you James!

American Wind Contractor of the Quarter

We would like to congratulate John Durham for being named American Wind Transport Group's Contractor of the Quarter for the 3rd Quarter of 2016!

John has been leased to American Wind Transport Group since April of 2016. During that time John has always done a great job on all projects. We were so pleased with his work that he was recently chosen to be American Wind Transport Group's onsite personnel for an upcoming project.

We appreciate the hard work John does for us and will be sending him a gift as a token of our gratitude.

Thank you John!

American Transport Contractor of the Quarter

We would like to take this opportunity to thank American Transport contractor Richard Tackett for recruiting 3 new truck owners in the month of September! They are all leased on, have completed their first load and are getting settled in. Richard has been leased to ATI since August of 2012. He is very consistent and dedicated in loading for and working with our agents and he always receives positive feedback - which is probably how he attracted three new contractors in a row! We truly appreciate his partnership and in return Richard will be collecting a referral bonus over the next several months to pad his maintenance account, or his Christmas Gift Fund. Hats off to you Richard!

Backing Accident Prevention

Millions of miles are driven each year and most of these miles are forward. However, a significant percentage of accidents occur when the driver is backing up. Based on the high frequency of these accidents and the fact that all backing accidents are preventable, emphasis must be placed on safe backing procedures.

What steps can be taken to prevent backing accidents? The most important step is to make all drivers aware of the potential for backing accidents and continually stress the following procedures:

- Always conduct a thorough pre-trip inspection. Check the vehicle brakes, horn, lights, back up alarm (if equipped) for proper working condition. Clean your windows and mirrors thoroughly to provide a clear view.
- Plan ahead and avoid backing when possible. Don't put yourself into unnecessary backing situations. When practical, park your vehicle so you will not have to back out at a later time.
- Know your vehicle's blind spots.
- Park defensively: carefully survey the parking opportunities when you arrive. Choose an easy exit parking space that doesn't crowd other vehicles. Too often, drivers pull-into the most convenient space, which may not be the best.
- If you must back up, situate your vehicle in the best possible position before you back. Always try to back on your sight side and make sure you GET THE BIG PICTURE.
- Always get out of your vehicle and walk around the entire vehicle. This circle of SAFETY should be used to observe anything that you could come in contact with.
- Use a reliable guide when possible, although always remember the driver is ultimately responsible for the safe backing procedure.
- Use a flashlight at night for a reference point. The flashlight will not light up the entire area, although it will give you a point at which to aim.
- Back slowly and cautiously, use your 4-way flashers.
- Remember each time you back up it is a new situation.
- Always remember the old rule: GET OUT AND LOOK!

Passion Propels Performance

You probably cannot name a champion performer who is not passionate about the work that they do. Can you imagine Michael Phelps, LeBron James, Bill Gates, or Elon Musk thinking about going to their jobs and saying "Another day, another dollar", or "Thank God it's Friday", or "Glad it's over-the-hump day". Of course not! You can easily imagine how lousy they would perform if their work was nothing more than a paycheck and daily drudgery. They are all passionate about what they do and it shows in their outstanding performance. In today's world of do-more-with-less and what-have-you-done-for-me-lately.....high performance rules. Finding passion in your work is no longer just a "nice to have" window dressing. It is the "need to have" stuff of today's successful careers. How's your career passion doing these days? Take care of yourself.....and your career!

Flu Shot!

Don't let the FLU BUG get you this Winter. Get a flu shot now to significantly reduce the chances of getting the flu. Consider this:

- There is no truth to the rumor that flu shots cause the flu.
- Most drug store chains now offer flu shots, even on weekends and in the evenings.
- If you have health insurance, it may cover the cost.
- Even if you have to pay for the shot, that cost will be far less than your loss of income if you can't work for a day or two.
- Don't care about the pain and discomfort of having the flu? It can get worse. The Center for Disease Control (CDC) estimates deaths in the United States as a result of the flu in a recent 10-year period as a low of 3,000 in one year to a high of 49,000 in another year.

Get your Flu Shot!



2017 2290 Form

Time to start thinking about next year's plate. Owners ops who have our IL plate please make sure your 2017 2290 is turned in to Jennifer Dempster in the Safety Department no later than the end of December. Renewing the plates starts at the end of January in order to ensure your plates are renewed, received from the state and forwarded onto you in a timely manner.

Current registration will expire March 31, 2017. If you wait until the 1st week of March there is a chance we will not be able to renew your plate and have it back in time which means you could be sitting.

If you paid the 2290 at an IRS building the stamp MUST be clear and the vin must be correct. If you paid the 2290 online we need the original email they will send to you. It will have an EFILE stamp in the middle of the page Please email to safety@thetii.com. The EFILE stamp must be clear please make sure the vin is correct as well. In the event the vin is even one letter or digit off you will have to pay to amend it.

If you haven't paid your 2290 yet there will be a penalty since it should have been paid by September 1st. Any questions please call the Safety Department 412-490-6040 option 3.



TIRE CHAIN SEASON IS HERE!

FOR A COMPLETE LIST OF TIRE CHAIN LAWS IN EACH STATE, SEE OUR POSTING ON TILT

First Wednesday Safety Call

Reminder- TII Safety and Operations Departments host a monthly safety conference call for agents, drivers and truck owners. Yes, it's the first Wednesday of every month! The format of the calls is that we will typically discuss one major topic during the call, and one or two others briefly. After talking to you for 20 minutes, we open up the lines for your questions, and conclude with a raffle for one or two lucky winners.

WHEN- The First Wednesday of every month, 2PM Eastern.

WHO- Everyone reading this

HOW- Call 800.704.9804, and enter conference code 99889446.

If driving, you **MUST** be hands-free!

WHY- To educate yourselves on important safety issues, possibly saving you from getting into trouble.

If you can't make the call, you can listen to it anytime until the next monthly call by logging into TILT.

Things Change

I'm sure that during your time on the road, you've come across a load where the original terms that you have agreed to have changed. We want to make sure that you get paid what you deserve if the dimensions, origin, destination, or any other load particular puts you into an unenviable position. You can help our agents to secure a higher rate by **not loading** until discussions on the new price are complete and a new rate has been put into WRITING. This puts American in a position of power in the negotiation process as loads are generally time sensitive and customers do not want to lose a truck.

Once you pick up the load, it is much harder to negotiate a rate. Not delivering or "holding a load hostage" is often put in contracts and can get American and our contractors into serious legal trouble, so it's usually not an option.

Help us help you. Don't get loaded until we secure the price that you want.

Looking for Extra Holiday Cash?

The holiday season is rapidly approaching! We all look forward to spending quality time with our family and friends during this time of the year. We also understand that the holidays can be stressful, and that some extra cash never hurts!

American Transport is expanding our Contractor Referral Program to \$1,000!!

This expansion is effective immediately. If our contractors refer a new independent contractor to us, they will be eligible to receive a \$1,000 bonus to be paid in increments, as the newly leased contractor achieves the following milestones:

\$250 after first dispatch.

\$250 after \$10k in linehaul revenue.

\$250 after \$20k in linehaul revenue.

\$250 after \$30k in linehaul revenue.

= \$1,000 Total Bonus

** Only truck additions are eligible for a referral bonus, not replacement units. Trucks transferring between TII carriers would not be eligible under this program. Contractors must be leased to us at the time of referral payout, to remain eligible for the referral bonus.

There is **NO LIMIT** to the number of referral bonuses that you can receive!

It is that simple! We appreciate the referrals that you provide to us, and we want to demonstrate that appreciation with this program! This program will remain in effect until 3/31/17, and will be reviewed for continuation at that time.

Sincere wishes for a happy and safe holiday season to you and your family.

Happy Birthday To Our Drivers

October

Michael Crawford	October 1
Charles Thompson	October 1
Rex Eady	October 6
Robert Fleming	October 6
Robert Fleurent	October 8
Robert Smith	October 8
Jimmy Denton	October 10
Terry Shepard	October 14
Hank Cospers	October 16
Dirk Mann	October 17
Jamie Ward	October 20
Jason Werts	October 20
Efrain Gil	October 24
Simon Hernandez	October 28

November

Douglas Jacobs	November 1
William "Don" Poland	November 1
Charles Fraley	November 2
Marco Perkins	November 2
James Scarborough	November 2
Johnny Pettigrew	November 3
Jess Cantrell, Sr.	November 5
Renato Carbonell, Jr.	November 6
Kevin Sinitzki	November 6
Alexander Dent	November 7
James Redman	November 8
Edward "Eddy" Arnold	November 9
Jerry Robinson	November 11
James Fischer	November 12
Pedro Barco	November 12
Michael Loye	November 14
Ralph Thomas	November 14
Billy Young	November 15
David Cook	November 16
James Crum	November 16
Herbert Smith	November 16
William Johnson	November 19
Kenneth Jolly	November 20
Chesley Ratliff	November 20
Edward Rubel	November 21
Warren Simmons	November 21
Henry Carmichael	November 23
Benjamin Hershberger	November 23
Rich Pavlik	November 23
Bruce Rodabaugh Jr.	November 23
Robert Harris	November 25
Joseph Jeanty	November 25
Clayton Moore	November 26

December

Stephen Chapman	December 4
Jesse Reed	December 4
Douglas Johnson	December 5
Jessie Jackson II	December 6
Elvis Scott	December 7
Nicholas Ware	December 9
Samuel Dysart	December 13
Shaun Peoples	December 13
Richard Tackett	December 13
William Hertig	December 15
Brad Defoor	December 16
Kenneth Curry	December 17
Kevin Hall	December 17
Jason Sellers	December 17
David Butenschoen	December 19
Michael Kyle	December 19
Gregory Caywood	December 21
Andrew Crabtree	December 21
Eddie Moore	December 23
Marion Howard	December 24
Alan Becker	December 26
Ronald Ransdorf	December 26
Kelly Winters	December 29
Jeremiah Johnson	December 30
Antonio Dash	December 31

WE'RE ON THE WEB

WWW.TRANSPORTINVESTMENTS.COM