

Aetna Freight Lines, Inc.

The Peak



President's Letter

The third quarter of 2016 compared to the third quarter in 2015 proved to coincide with the struggling economic times. Aetna's revenue during the third quarter 2016 was \$5,690,280 vs the third quarter of 2015 of \$6,597,813, yielding a decrease of 13.75%. Aetna's year to date revenue was \$17,788,840 vs 2015 revenue of \$18,130,350 equated to a year to date decline of 1.88%.

TII's revenue on a consolidated basis with the addition of Jones Motor Freight 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.

Even though we have experienced a very trying third quarter, I am very optimistic for the remainder of the year. With the addition of Jones Motor Freight we have more equipment and freight available for our agents and owner operators to help increase the revenue for both. I am also seeing the oil and gas business begin to pick up slightly as well as some domestic and international freight opportunities. We need to be aggressive and work together to achieve our goals.

The year is not over, the best way to start a new year is to finish extremely strong. I am confident we will finish strong by working together. Freight opportunities are there, sometimes we just need to adapt to what is available at the moment to make sure we are achieving our results. That moment is now.

I would like to thank everyone for their dedication, hard work and efforts, the company would not be in existence without every one of you. Our agents, owner operators and employees are our most valued asset and as always I will continue to lead this company with the same passion, dedication and efforts.

As always thank you for your support.

Sincerely,

AETNA FREIGHT LINES, INC.

Jeffrey F. Kollar
President

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Violation Free D.O.T. Inspections

The following owner operators have received a VIOLATION FREE D.O.T. INSPECTION

Driver	State (Province) Inspected	Level
James Audas	MD	2
Barry Burton	OH	3
Edward Ellerbe	TX	3
Matthew Kuykendall	NJ	3
Leonard Macon, Jr.	NV	3
Leonard Macon, Jr.	MI	3
Carl Mayse	KY	3
Justin McCaskey	NY	1
Alfred Melberg	MA	3
Martin Ortiz	SD	1
Donnie Perry	KY	2
Glenn "Bill" Stake, Jr.	OH	3
David Strain	WA	3
James Woodruff	IA	3

5-Year Veterans

Congratulations are in order to Jason Blinkiewicz and Galo Robles for becoming 5-year veterans with Aetna Freight Lines.

Jason joined the Aetna family on October 19, 2011 and Galo join November 15, 2011.

Congratulations Jason and Galo, and thank you for a job well done!

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.

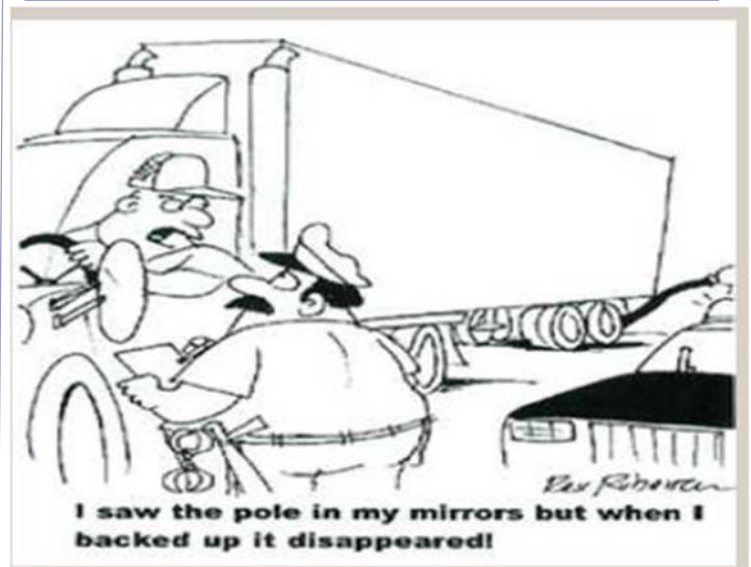
If you can't make the call, you can listen to it anytime until the next monthly call by logging into TILT.

Backing Accident Prevention

Millions of miles are driven each year and most of these miles are forward. Although a great 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 often 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 vehicles 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 in the most convenient space.
- 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 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!



Top Flatbed Drivers 3rd Quarter 2016

	<i>Unit</i>	<i>Terminal</i>
John Lawson	444759	York, PA
Martin Ortiz	FLA55357	Gary, IN
Wilmer Peralta	444201	Gary, IN
Raymundo Villalobos	442600	Gary, IN
David Davilla	444000	Gary, IN

Top Step Deck Drivers 3rd Quarter 2016

	<i>Unit</i>	<i>Terminal</i>
Matt Kuykendall	444817	Weidman, MI
John Villers	444748	Carrollton, KY
William Ford	444768	Chandler, TX
Brian Hulton	300901	West Middlesex, PA
Tommy Caldwell	444762	Pittsburgh, PA

Top Heavy Haul Drivers 3rd Quarter 2016

	<i>Unit</i>	<i>Terminal</i>
John France III	FLA19641	West Middlesex, PA
Leonard Macon	445300	Coshocton, OH
Len Collier	444769	Buna, TX
Jerald Heim	444734	Yukon, OK

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!

Driver Excellence

During the months of June, July and August, the following drivers were violation free on their log sheets:

<i>June</i>	<i>July</i>	<i>August</i>
Jason Blinkiewicz	Richard Baker	Richard Baker
John Borchers	John Borchers	Terry Boner
Len Collier	Paul Combs	John Borchers
Paul Combs	Tom Conrad	Zachery Burns
Tom Conrad	Chris Cummings	Chad Cline
Freddie Cox	Jerry Hardcastle	Len Collier
Chris Cummings	William Hayes	William Ford
Norman Farland	Jerald Heim	Jerald Heim
Billy Grayless	Carlos Jimenez	David Helton
David Helton	John McCaskey	Ernest Lipperd
John Lawson	Bennie McGee	Cecil “Rob” Lowe
Carl Mayse	Galo Robles	Justin McCaskey
Justin McCaskey	Glenn Stake	William McMahan
Tim Meeks	Mark Steed	Alfred Melberg
Joseph Smith	Russell Sullins	Gary Merritt
Raymundo Villalobos	Joseph Young	Donnie Newcomb
Norman Walters		Larry Osborne
Art Wilson		Chris Runnels
Joseph Young		Joseph Sosh
		Glen Stake, Jr.
		David Tankersley
		John Thomas
		Joseph Young

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 Aetna 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 Aetna and our contractors into serious legal trouble.

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

Happy Birthday To Our Drivers

October

Jeremy Durst	October 1
Richard "Wayne" Baker	October 3
Chris Runnels	October 5
Raymundo Villalobos	October 6
Guy Womack	October 10
Mark Rudeseal	October 11
John Lawson	October 16
Anthony Conti	October 25
Carl Mayse	October 28

November

Larry "LG" Kimmel	November 2
Jeffrey Hamilton	November 4
Wilmer Peralta	November 11
David Tankersley	November 12
Alfred Melberg	November 13
Patricia Peterson	November 27
Jerald Heim	November 29

December

Joseph Young	December 2
Donnie Newcomb	December 3
John Villers	December 7
Jason Blinkiewicz	December 13
Robert Bunce	December 13
Tommy Caldwell	December 22

Top Contractor of the Quarter

We'd like to take this opportunity to recognize Aetna contractor Mike Jackson as our Contractor of the Quarter! Mike has been leased to Aetna since September 2009, and over the last several months has been an important part of servicing new accounts. Whether it's helping to jockey and preload trailers, or his willingness to run that last minute hot load, it has been Mike's dedication and big picture mentality that has helped to keep things running smooth.

Mike, thank you for all of your hard work. Your efforts do not go unnoticed and we are glad to have you as part of the Aetna family. We'll be in contact with a small gift to show our appreciation!

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.



Contractor Referral Program

Don't forget our Contractor Referral Program, just in time for the holidays! 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 nameplates 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.

ATBS

Although Tax Season is not yet upon us, it's not too early to begin organizing yourself and your tax records. Have you considered using ATBS, American Truckers Business Service? We've had a relationship with them for more than 3 years, with no complaints from any of the contractors who use them. In addition to handling your taxes and bookkeeping, they also provide business consulting including a monthly Profit and Loss statement, all for a reasonable flat monthly fee that can be done by settlement deduction. Visit their website www.ATBSSHOW.com for more information, and call them directly to enroll (866-920-2827).