

Aetna Freight Lines, Inc.

# The Peak



## President's Letter

It just seems like yesterday we were wishing everyone a Happy Holiday and today the first quarter of 2014 is already gone. I guess that old saying time flies when you are really busy or having fun. I know we were all busy, I am hoping we had some fun on the way.

Aetna's revenue has increased 13.82% during the first quarter of 2014 compared to the first quarter in 2013 (\$4,660,265 vs. \$4,094,545).

On a consolidated basis, TII reported a 21% increase in the first quarter revenue to \$43,589,000. March revenue alone was 33% over March 2013 revenue. All in all, very promising results indeed. With the first quarter historically the slowest of the year, we are really looking forward at this time to an outstanding year in 2014.

We continue to stress the importance of Safety, by continuing to maintain strong CSA scores we gain the ability to obtain opportunity within the strongest sector of the industry, Oil and Gas sector. We realize capacity seems to be low to service our accounts. However, during these times we have to make sure our rates are in line with demand. We need to be demanding higher rates and equipment will be available. Lastly, we need to continue to work together as a team to build strong, profitable direct shipper freight lanes for our drivers. By having freight that pays well and lanes that are consistent, we will attract more drivers to service our customers.

Another quarter is behind us, keep up the hard work and dedication I appreciate everyone, without you our successes are not possible. As always, I am committed to helping you achieve your goals.

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 and Aetna Freight Lines has rewarded them by sending them \$100 for their outstanding efforts:

<i>Driver</i>	<i>State (Province)</i>	<i>Level</i>
David Byers	PA	1
David Byers	PA	1
David Byers	PA	1
David Byers	PA	1
David Byers	PA	1
David Byers	NY	2
David Byers	PA	1
William Data, Jr	IL	2
Troy Gibson	KY	2
Adam Goodwin	AR	3
William Hayes	IL	3
Luis Padilla	IL	3
Mickey Simmons	OH	2
Mickey Simmons	KY	3
Jose Tapia	IL	3
Jose Tapia	IL	3
Jerry Trapp	TX	2
Michael Whittington	AL	3
Timothy Wilks	NY	3

## Driver Excellence

During the months of December, January and February the following drivers were violation free on their log sheets:

<i>December</i>	<i>January</i>	<i>February</i>
Larry Allen	Joshua Barley	Alan Barnes
George Byers	Sherman Barnett	Sherman Barnett
Jerry Hardcastle	Terence Black	Bobby Beasley
Alfred Melberg	Terry Boner	Terry Boner
Robert Scott	George Byers	George Byers
Daniel Winiarski	Thomas Conrad	Kevin Ferree
	Kenneth Cornett	Robert Fuller
	Daniel Fuchs	Jeffery Hamilton
	Cecil "Rob" Lowe	Cecil "Rob" Lowe
	Bennie McGee	Alfred Melberg
	James Minier	Larry Osborne
	William Neice	Jay Tweedell
	Larry Osborne	Joseph Young
	David Strain	
	Leland Strain	
	Joseph Young	

## New Agent

### Valerie Jones

Georgetown, PA (AF260)  
(724) 513-0850

## Happy Birthday To Our Drivers

### April

Thomas Conrad	April 9	John McCaskey	April 22
Glenn Stake, Jr.	April 10	Shawn Hubler	April 27
Sherman Barnett	April 14	Mark Steed	April 27
Gerald Tomlin	April 14		

### May

Darrell Wright	May 3	James Moss	May 17
David Byers, Jr	May 4	Angelo Perline	May 21
Donald Lowe, Sr	May 9	Jerry Hardcastle	May 28
Mike Durst	May 15	Galo Robles	May 29

### June

James Woodruff	June 6	Charles Powers	June 16
Daniel Winiarski	June 12	Justin McCaskey	June 17

## Mid America Truck Show

TII had another successful outing at the Mid America Truck Show in Louisville, the nation's largest. In addition to the usual displays, attendees this year were able to view the Wal-Mart Truck of the Future, and the Western Star Optimus Prime Transformer. Phil Vassar and Gretchen Wilson were this year's performers.

Attendees from Aetna Freight Lines included:

Will Atchley  
Josh & Joyce Ellis  
Craig Gross  
Don Lowe  
Cecil "Rob" Lowe  
Melanie Moss  
Daniel Winiarski  
Darrell & Audrey Wright

## 1st Quarter 2014

### Top Flatbed Drivers

	<i>Unit</i>	<i>Terminal</i>
Jason Hood	430700	Warren, OH
Donald Brown	400904	Enon Valley, PA
James Minier	440500	Wampum, PA
Jay Tweedell	FLA57671	Indianapolis, IN
Mickey Simmons	286102	Indianapolis, IN

### Top Van Driver

	<i>Unit</i>	<i>Terminal</i>
Michael Whittington	FLA76308	Indianapolis, IN
Arthur Wilson	272401	Warren, OH

### Top Step Deck Drivers

	<i>Unit</i>	<i>Terminal</i>
Michael Ridzon	283801	Warren, OH
Brian Hulton	300901	Warren, OH
Anthony Conti	587709	Warren, OH
Jerry Trapp	320303	DuQuoin, IL
Jeremy Durst	420001	Lansing, MI

### Top Heavy Haul Driver

	<i>Unit</i>	<i>Terminal</i>
David Byers	440201	Wampum, PA
George Byers	440200	Wampum, PA
Daniel Fuchs	440202	Wampum, PA
Shawn Hubler	440204	Wampum, PA
John France	224704	Warren, OH

### 5-Year Veterans

Congratulations are in order to the following drivers for becoming 5-year veterans with Aetna Freight Lines, Inc.

<i>Driver</i>	<i>Date</i>
Troy Gibson	04/02/09

Congratulations and thanks for a job well done.

## Upcoming Driver Appreciation Events

There are three scheduled driver appreciation events coming up. The meetings will be in Pensacola, Florida in May, home office in Pittsburgh in June and in Youngstown, Ohio in July.

### May 17<sup>th</sup> Pensacola, Florida

The location of this meeting is 7050 Plantation Road Pensacola, Florida. It will be held in the Hampton Inn. The meeting will start at noon with lunch to follow. The location has available parking for tractor trailers. If attending with your truck park in the rear of the hotel. I have reserved 5 rooms at a discount rate if drivers want to stay in the hotel on Friday May 16<sup>th</sup>. The rooms are under InTransit.

### June 7<sup>th</sup> Home office, Pittsburgh, Pennsylvania

The location of this event will be 100 Industry Drive, Pittsburgh Pennsylvania. We will start the meeting at noon with lunch to follow. We will have adequate parking at our location.

### July 12<sup>th</sup> Youngstown, Ohio

The location of this event will be 801 N. Canfield Niles Road, Youngstown Ohio at the Fairfield Inn and Suites. I have also reserved 5 rooms at a discount rate. The rooms are under In-Transit.

These events are family friendly. If you are in need of an inspection Dan Lawson will be performing inspections while the meeting is taking place free of charge. If you plan on attending please notify the Safety department so we can coordinate the food and gifts.

## Is Your Escort Approved?

Escorts must be approved prior to contracting for their services. This approval is a formal process where we obtain a signed contract, necessary insurance, and tax information. This process can be completed in as little as 20 minutes. Use of an unapproved escort will result in the responsible contractor paying 100% of the escort costs and continued violations will result in the contractor no longer being permitted to haul over-dimensional freight. An Escort Recap Sheet must be submitted with each load with escort invoices attached. Failure to do so will delay billing and settlement of the load.

**We're on the Web!**  
[www.transportinvestments.com](http://www.transportinvestments.com)

## The Easiest and Cheapest Way To Improve Your Personal Safety

How can you improve your safety while on the job in just 3 seconds, for free? USE YOUR SEAT BELT! Consider this:

- The 2 violations that have the highest correlation with crash rates are speeding, and seat belt use! You might ask how not using a seat belt can cause crashes. It won't. But drivers who don't use belts have more crashes, on average, because they are less safety-conscious than those who do.
- It's the law. Failure to use a seat belt will earn you 7 CSA points, but remember those points are tripled for the 3 months following the violation, and doubled during the next 6-month period. So let's count that as a 21-point violation.
- Despite all of the "truck stop talk" and CB chatter about how everyone knows a driver who died because he WAS wearing a belt, every study ever done demonstrates that seat belt use saves lives.
- 52% of truck occupant fatalities in large trucks involve a rollover. Rollover in a large truck increases the likelihood of a fatality by 30 times. IN A ROLLOVER, A TRUCK DRIVER IS 80% LESS LIKELY TO DIE WHEN WEARING A SAFETY BELT. (Source: Federal Motor Carrier Safety Administration)

**MYTH 1** - Safety belts are uncomfortable and restrict movement.

- **FACT** - Most drivers find that once they correctly adjust the seat, lap and shoulder belt, most drivers find that discomfort and restrictive movement can be alleviated.

**MYTH 2** - Wearing a safety belt is a personal decision that doesn't affect anyone else.

- **FACT** - Not wearing a safety belt can certainly affect your family and loved ones. It can also affect other motorists since wearing a safety belt can help you avoid losing control of your truck in a crash. It's the law; Federal regulations require commercial vehicle drivers to buckle up.

**MYTH 3** - Safety belts prevent your escape from a burning or submerged vehicle.

- **FACT** - Safety belts can keep you from being knocked unconscious, improving your chances of escape. Fire or submersion occurs in less than 5% of fatal large truck crashes.

**MYTH 4** - It's better to be thrown clear of the wreckage in the event of a crash.

- **FACT** - An occupant of a vehicle is four times as likely to be fatally injured when thrown from the vehicle. In 2006, 217 truck occupants and drivers died when they were ejected from their cabs during a crash.

**MYTH 5** - It takes too much time to fasten your safety belt 20 times a day.

- **FACT** - Buckling up takes about three seconds. Even buckling up 20 times a day requires only one minute.

**MYTH 6** - Good truck drivers don't need to wear safety belts.

- **FACT** - Good drivers usually don't cause collisions, but it's possible that during your career you will be involved in a crash caused by a bad driver, bad weather, mechanical failure, or tire blowout. Wearing a safety belt prevents injuries and fatalities by preventing ejection, and by protecting your head and spinal cord.

**MYTH 7** - A large truck will protect you. Safety belts are unnecessary.

- **FACT** - In 2006, 805 drivers and occupants of large trucks died in truck crashes and 393 of them were not wearing safety belts. Of the 217 drivers and occupants who were killed and ejected from their vehicles, almost 81% were not wearing safety belts.

**MYTH 8** - Safety belts aren't necessary for low-speed driving.

- **FACT** - In a frontal collision occurring at 30 mph, an unbelted person continues to move forward at 30 mph causing him/her to hit the windshield at about 30 mph. This is the same velocity a person falling from the top of a three story building would experience upon impact with the ground.

Get in the habit of using a belt. Buckling up before rolling will put you in a safety-alert mode and set the tone for the entire trip. AND IT'S THE LAW.

## Fuel Economy As A Function Of Speed

We recently reviewed a study done by Bridgestone that analyzed a number of factors and how they relate to fuel economy in trucks. Here are some of the key findings:

- **Speed is the biggest factor related to fuel economy.** This is primarily due to the increased air resistance at higher speeds. Air resistance is practically non-existent at very low speeds, but increases rapidly with speed, and becomes the most important factor once speeds exceed 45 MPH. This is especially true with non-aerodynamic trucks (big hoods, external lights and air cleaners, etc).
- **In their tests, vehicles went from about 5.1 MPG at 75MPH to about 7.1 MPG at 55 MPH.** Bridgestone tests indicate for every 1MPH you increase speed above 55 MPH, you cut your miles per gallon by about 1.6%.



- **Engine manufacturers estimate that maintenance costs may be as much as 10-15% higher at 75 MPH than at 55 MPH,** and engine durability could drop 10-15%.” Again, air resistance is making the motor work much harder.
- **Higher speeds result in shorter tire life.** Additional effects could include uneven tire wear, and reduced casing life and retreadability due to tires running hotter.

Let’s do some quick math. We’ll assume you are running 100,000 miles per year, paying an average of \$3.85 per gallon after receiving your TII discounts (you ARE receiving our discounts, right?) and attaining an average fuel economy of 5.5 MPG. Based on this study, if you slow down by 5 MPH your fuel economy should increase by 8% (5 x 1.6%), which would result in a new MPG of 5.94 MPG. This will reduce your annual fuel bill from \$70,000 per year to \$64,815 per year. What would you do with an extra \$432 per month IN YOUR POCKET? And this doesn’t even count the potential savings in tire life or engine wear.

Of course we understand that occasionally you need to run the maximum legal speed in order to make a pickup or delivery on time. But when time is not critical, we urge you to give yourself a raise by slowing down.

## Claim Reporting

It is very important that all crashes and claims be reported immediately. The safety department needs to be able to start working on claims as soon as they happen to help prevent the costs of damages from increasing and help you get back on the road. In order to report your claim, the safety department can be reached at 412-490-6040 option 3. If it is after hours, the answering service can be reached at 888-278-0623 and you will be connected to a safety representative who can take down the information about your claim.

## Restricted Commodities

Agents, truck owners and drivers- please take a minute to review this list of restricted commodities. These are commodities that we don’t handle due to their high value, high cargo claim rates, or legal requirements. We may be able to approve these commodities upon request if certain conditions are met; contact Central Dispatch if you are presented with the opportunity to handle any of these products.

- Copper
- Titanium
- Nickel
- Jet engines, unless moving on a Government Bill of Lading (GBL)
- Any load valued at more than \$500,000
- Uncrated furniture or household goods
- Cigarettes and Tobacco Products
- Uncrated Spas
- Onions
- Melons
- Hazardous Materials
- Live animals
- Alcoholic Beverages

\*\*\*IF IN DOUBT, CALL US FOR GUIDANCE\*\*\*

## Quick Log Book Quiz!

Answer True or False to the following questions to test your knowledge:

- You must sign your log at the completion of the day
- The total miles I drove for the day is a required field
- I can only log my 30 minute break as “off duty”, or “sleeper berth”
- I can log multiple off duty days on one log
- I need to log my fuel stops
- I need to log any DOT inspections, to include enforcement and commercial
- I cannot drive after 8 hours of being on-duty and driving without taking a 30 minute break
- I need to list my shipping number or shipper and commodity on my log
- If I have a co-driver, I need to list them on my log
- When I am sent for a drug and alcohol test, I log it as on duty
- I can only drive for 11 hours in a 14 hour period.



All questions above should be answered true. Your log can not be signed until you have completed your day. It is a certification that you have completed your log entirely and that everything on it correct. Falsified logs carry a heavy penalty if discovered on a roadside inspection. The total miles field is a requirement to have listed per DOT, plus it is used for fuel tax purposes. Your 30 minute break is required to be on the off-duty line or on the sleeper berth line. This 30 minute break is supposed to be a break from all duties required of you for the day. When taking multiple days off, the date that is listed in the date field should be for only the first day that you are off-duty. In the box called “number of off duty days starting today” you will list the number of days that you are off in a row including the day the log is dated for. You must list all fuel stops on your log along with the city and state of that fuel stop and you must list all DOT stops on your log as well as notate any violations that are found on your Driver vehicle inspection report. In addition to fuel stops and DOT stops, the shipping number or shipper and commodity must be listed on your log. If you have a co-driver, you must list them on your log. If you are sent for a drug and/or alcohol test, whether it is a random or post-accident, it must be listed on your log as on-duty time. This knowledge check represented some of the most frequently asked questions as well as some of the most frequent violations. If you have any questions regarding hours of service, please contact the safety department.

## Do Not Type or Read a Text Message While Driving a CMV!

### Use of mobile phones is restricted for CMV drivers

This rule restricts a CMV driver from reaching for or holding a mobile phone to conduct a voice communication, as well as dialing by pressing more than a single button. CMV drivers who use a mobile phone while driving can only operate a hands-free phone located in close proximity. In short, the rule prohibits unsafely reaching for a device, holding a mobile phone, or pressing multiple buttons.

### What happens if a driver is caught using a hand-held phone or texting while driving?

The rule imposes sanctions for driver offenses, including civil penalties up to \$2,750 and driver disqualification for multiple offenses. Motor carriers are also prohibited from requiring or allowing their drivers to text or use a hand-held mobile phone while driving and may be subject to civil penalties up to \$11,000. Violations will impact SMS results. Texting and calling on a hand-held phone carry the maximum violation severity weighting in SMS!

### What are the risks?

Besides penalties and possible driver disqualification, recent research shows that the odds of being involved in a safety-critical event (e.g., crash, near-crash, unintentional lane deviation) are 23.2 times greater for CMV drivers who text while driving than for those who do not. Texting drivers took their eyes off the road for an average of 4.6 seconds. At 55 mph, this equates to a driver traveling the approximate length of a football field — without looking at the roadway! For CMV drivers who dial a mobile phone while driving, the odds of being involved in a safety-critical event are six times greater than for those who do not. Why take chances?

Bottom Line: Using a hand held device while driving is a serious traffic violation that could result in a driver disqualification.

**No call, no text, no ticket!**



Source: FMCSA.dot.gov