



MTS Gives Back!

The production company Muse Machine was putting together The Addams Family play set at the Victoria Theater downtown Dayton. This is the 25th year that MTS provided transportation in delivering and returning the complete Musical Theater stage props.



INSIDE THIS ISSUE

• MTS Gives Back	1
• Sleep Disorders Continue To Plague Professional Drivers	2-3
• Four Main Factors That Influence Gas Prices	4
• Work Zones Safety Tips	5
• Follow Us On Social Media	6
• Attention Drivers	7
• Terminal Drivers Of The Month	8-9
• Interstate 70 Lane Addition Ribbon Cutting	10
• Bay Logistics Spotlight	11
• The Importance Of Stretching For Truck Drivers	12
• MTS Spotlight	13
• Truck Driver Jeep Upgrade!	13
• Let Your Drivers Help You Improve Fuel Economy	14
• Livongo For Diabetes	15
• Fighting The Trucker Shortage	16-17
• Driver Referral Bonus Program	17
• 10 Trucking Trends In 2022	18-20

The production is done with 2nd through 12th grade students from over 100 schools. This is a small way once a year MTS gives back to the community. That's what truckers do! Thanks to Producer Doug Merk for showing MTS around and for Dwayne Donlow, Dave Hodges, and Kevin Burch from MTS for making this happen.





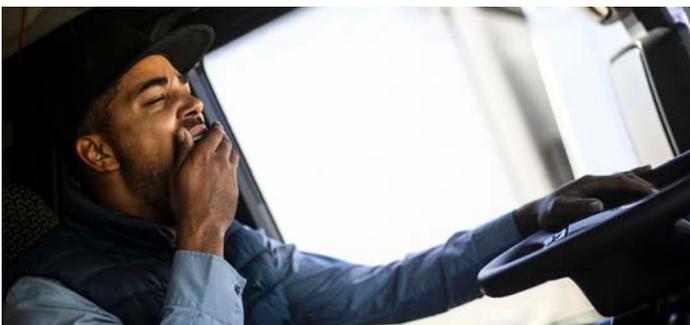
Sleep Disorders Continue To Plague Professional Drivers

fleetowner.com

An estimated 70 million Americans have sleeping disorders. And while roughly 80 sleep disorders have been identified, obstructive sleep apnea (OSA) is one of the most prevalent and undiagnosed sleep disorders impacting the transportation industry, according to Rodolfo Giacomani, fatigue management program specialist at the Commercial Vehicle Safety Alliance (CVSA).

Bob Stanton, a former over-the-road truck driver of 20 years, knows the effects of OSA all too well. Stanton drove long-haul for two years untreated before his diagnosis.

"I honestly thought the only way to drive the night shift was drive a half hour, take a power nap, drive a half hour, take a power nap," Stanton said during a recent CVSA and North American Fatigue Management Program webinar providing guidance on how fleets can develop and implement a sleep disorder management program (SDMP).



"Luckily, I got tested and treated before carrier-based programs were the norm," Stanton added. "A lot of the problems I encountered early in my sleep apnea journey have been solved both with technology and carrier-based

programs." Stanton urged fleet managers to recognize that 26% to 30% of commercial drivers on the road today have OSA, yet only 5% to 15% of them are undergoing effective treatment for it.

"Helping drivers treat their sleep apnea will help them improve their quality of life, decrease their accident rates, you're probably going to retain them longer, and you'll reduce your health-care costs," Stanton noted.

In addition to OSA, some of the most common sleep disorders plaguing Americans today include insomnia, narcolepsy, restless leg syndrome, sleep walking, and abnormal circadian rhythms. Sleep disorder symptoms include excessive daytime sleepiness (EDS), extremes in the ability to go to sleep, and loud irregular snoring with gasping.

For OSA in particular, breathing stops repeatedly during sleep and lasts more than 5 seconds per hour due to closures of the upper airway. Symptoms of OSA are difficult to self-detect and are often mistaken for other conditions, Giacomani advised.

Health implications of OSA include non-alcoholic fatty liver disease, diabetes, cardiovascular disease, hypertension, lipid abnormalities, polycystic ovarian cancer, dementia, diminished quality of life, and clinical depression.

For professional truck drivers, these health and safety implications can be severe. EDS can cause drivers to fall asleep at the wheel, increase the decline in their cognitive functionality, impair driving performance, decrease their reaction time, and possibly lead to more costly and fatal crashes.

Adopting A Sleep Disorder Program: The ROI Factor

In 2006, Schneider National implemented an OSA program requiring all new company drivers to be screened for sleep apnea and for those at risk to go through sleep apnea testing. As part of Schneider's employee health program, the carrier covers the cost of diagnosed drivers' continuous positive airway pressure (CPAP) machines and supplies.

During a separate CVSA discussion with Giacomani, Schneider pointed out the company experienced an average savings of \$550 per driver per month in health-related costs for drivers treated via CPAP.

The carrier also saw a 73% reduction in preventable crashes among drivers treated for OSA. In addition, the retention rate of treated OSA drivers was 2.3 times greater than for all company drivers.

Aside from those specific returns on investment, a properly developed and implemented SDMP could help commercial carriers avoid massive lawsuits.

Litigation claims in past OSA- and fatigue-related truck crashes have found that carriers should have known if their drivers had a sleep apnea disorder based on evidence from driver medical examination reports, carrier health records, and reports of witnessed EDS in the workplace.



In addition, carriers were more likely to be found negligent if they did not monitor and follow up with a driver with OSA, or if their fatigue management programs (FMP) were inappropriate, incomplete, or not implemented.

“I have been an expert witness in some of these nuclear verdicts and some not,” said Adrian Knight, president and CEO of SleepSafe Drivers.

“The carrier can do several things. One is not do anything, and that’s what we mostly see in these types of verdicts—that the carrier has not done anything, or that the driver has falsified the information and has not worn the CPAP device or told the medical examiner that he or she has been diagnosed with sleep apnea. That is all discoverable.”

“Once upon a time we could claim ignorance is bliss; that’s not the reality anymore,” added John Hickok, iSleep CEO and founder. “With modern technology, we can monitor wireless compliance.

We can’t walk into a courtroom anymore and say, ‘I didn’t know.’ If you don’t know it’s because you chose not to know, and the court is just not accepting that these days.”

Fatigue Management Technologies

In addition to SDMPs, carriers can also implement programs and adopt fatigue management technologies (FMT) throughout their fleet.

In a separate NAFMP presentation earlier this year, Giacomani pointed out that driver education and training is the most important component when implementing a fatigue management program. For commercial motor vehicle drivers, managing fatigue mainly means changing behavior.

Ultimately, an FMP attempts to realign corporate culture to support fatigue management, address dispatching practices that hinder drivers from obtaining adequate sleep, provide training and education to drivers to improve sleep habits, and introduce drivers to a sleep disorder screening and treatment program, according to NAFMP’s implementation manual.

In- and out-of-vehicle technologies could also be useful. The first line of defense against driver fatigue could be a wearable that detects and measures activity when a driver is active or resting.

Furthermore, in-vehicle technologies, like video, are designed to monitor drivers and the roadway. Pre-drive monitoring, for example, measures driver physiology and psychomotor skills. Real-time driver monitoring in the vehicle pinpoints last stop-gap countermeasures, driver physiological measures and psychomotor skills, and vehicle kinematics and driver input.

In-vehicle FMTs include eye measurements, lane monitoring, steering input, reaction time, and actigraphy, which uses predictive sleep algorithms to determine drivers’ sleep quantity and quality, along with rest and activity patterns.

Then, there are back-office level FMTs, such as driver scheduling software, freight planning software, and fit-for-duty testing that can be used before a driver begins their shift.

“Driver-level FMTs are the final line of defense against driver fatigue,” Giacomani advised. “They identify and alert the driver of impending fatigue, performance degradation, and driver errors.”

The Four Main Factors That Influence U.S. GAS PRICES

Here's a look at the **four main components** that influence the cost of gasoline in the United States, according to data from EIA.



COST OF CRUDE OIL

The cost of crude oil

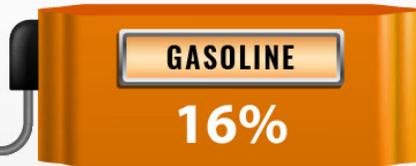
Prices for crude oil are largely determined by supply and demand.

While a handful of countries produce crude oil, one of the biggest players controlling global supply is the Organization of the Petroleum Exporting Countries (OPEC), led by Saudi Arabia.

60% OPEC countries represent about 60% of internationally traded petroleum.



TAXES



Taxes

When it comes to gasoline taxes, the national average is 57 cents per gallon.

Top 5 Highest-Taxed States

California	\$0.87
Illinois	\$0.78
Pennsylvania	\$0.77
Hawaii	\$0.77
New Jersey	\$0.69



Refining costs and profits

Before it can be used, crude oil must be refined into gasoline. Two of the main factors that influence refining costs are:

- Refinery utilization rates (ratio of output to capacity)
- Shutdowns (weather, accidents, maintenance)

Top 10 Largest U.S. Refineries



Half of America's refining capacity (and many of the biggest refineries) are located along the Gulf Coast, which is seeing intensifying hurricane activity as waters warm.

DISTRIBUTION AND MARKETING



Distribution and marketing costs and profits

Gasoline distribution and marketing costs vary across retailers.

Some gas stations are owned and operated by refineries, while others are independent businesses that buy gasoline from refineries and resell it to consumers.

REFINING COSTS



Sources: EIA, OPEC, Grid

Work Zones Safety Tips

fmcsa.dot.gov

On average, over 700 fatalities occur in work zones each year. Commercial motor vehicle (CMV) and passenger vehicle drivers both need to be particularly careful while traveling through work zones. Trucks and buses have limited maneuverability and large blind spots, both of which make operating in these areas more challenging for them. In fact, large trucks are disproportionately involved in work zone crashes.

Stay safe while traveling through work zones with these tips:

1. Research Your Route

Before setting out on the road, research your route. When possible, avoid work zones and use any detours that are available.



2. Pay Attention

You should always keep your eyes on the road, but this is exceptionally important in work zones. Be aware of all signage throughout work zones that can indicate reduced speeds, lane changes and other important information. Avoid distractions such as your cellphone, eating, drinking, the radio, GPS and conversing with other passengers.



3. Slow Down

Lane closures, traffic pattern shifts and reduced speeds are common in work zones. Make sure to slow down when entering a work zone and keep an eye out for road workers.



4. Move Into The Open Lane

When approaching lane closures, move into the open lane as soon as possible. Be sure to pay close attention to vehicles around you that could be in your blind spot.



5. Keep Your Distance

Rear-end crashes are extremely common in work zones – maintain extra space between your vehicle and the one in front of you at all times.



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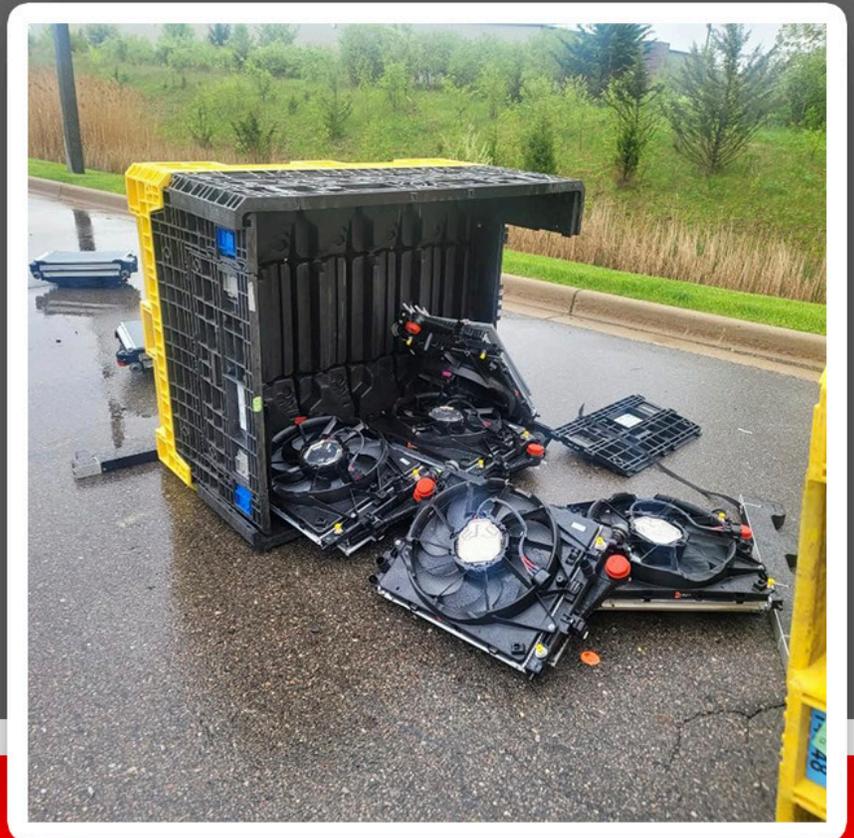
www.linkedin.com/company/bay-mps

ATTENTION!

TRUCK DRIVERS SHOULD **NEVER** DRIVE AROUND ANY PLANT OR SUPPLIER WITH THEIR DOORS OPEN REGARDLESS OF WHAT IS IN THE TRAILER!

KEEPING THE DOORS OPEN CAN BE AN EXPENSIVE MISTAKE THAT IS 100% AVOIDABLE BY JUST CLOSING THE DOORS!

ALWAYS FOLLOW THE RULES OF EACH PLANT OR SUPPLIER YOU ARE DELIVERING TO.



May Corporate Driver Of The Month **(Harold Rigmaiden)**



Martin Transportation Systems wishes to congratulate Harold Rigmaiden from our Port Huron, MI terminal for becoming Corporate Driver of the Month for May 2022.

“Harold Rigmaiden has been with MTS for over 13 years and he is a good driver; he never calls off,” said Terminal Manager Sheri Plant.

“He cares about MTS and our CA scores; he is particular about his pre and post trips on his equipment,” Sheri said. “He is always on time and he is a hard worker.”

“When he isn’t working, he is on the golf course or enjoying his family.”

Thank you Harold for your hard work and dedication!

June Corporate Driver Of The Month **(Robert Eldridge Jr.)**



Martin Transportation Systems wishes to congratulate Robert Eldridge Jr. from our St. Louis, MO terminal for becoming Corporate Driver of the Month for June 2022.

“Robert has been an excellent ambassador for MTS,” said Terminal Manager Scott Klipsch. “I had him train drivers and he has helped me load some racks out of my cross dock onto two trailers that have been sitting since earlier this year.”

“He goes wherever he is needed each day and always has a smile on his face. Robert constantly helps his fellow drivers,” Scott said.

“His equipment is kept very clean and communicates when equipment is needing to be worked on before it becomes an issue.”

Thank you Robert for your hard work and dedication!

May Terminal Drivers Of The Month!

Help us congratulate the finalists who are named Terminal Drivers of the Month for May 2022.

CONGRATULATIONS!

- James Larsen - Belvidere, IL
- Ronnie Stafford - Bertrand, MO
- Robbie Williams - Bowling Green, KY
- Donald Brulla - Cadillac, MI
- Rui Jin Cao - Windsor, ON
- Donald Williams - Cleveland, OH
- Thomas Phillips - Dayton, OH
- Sandra Szabo - Detroit, MI
- Adam Keib - Flint, MI
- Duane Hill - Grand Prairie, TX
- Hrin Khum - Grand Rapids, MI
- Nirmal Banwait - Indianapolis, IN
- Jeremy Derose - Kansas City, KS
- Clifton Leader - Lansing, MI
- Jarrod Gannon - Lima, OH
- Bradley Looney - Little Rock, AR
- Sheikh Drame - Louisville, KY
- Nile Baker - Marion, IN
- Donald Anderson - Marshall, MI
- Joseph Ismail - Phoenix, AZ
- Harold Rigmaiden - Port Huron, MI
- Gerry Goetsch - Riverton, IL
- Kevin Huffman - Spring Hill, TN
- John Cumbie - St. Louis, MO
- Andrew Sieving - Toledo, OH
- James Hammer - White Pine, TN

These drivers will receive a Driver of the Month certificate. They will still be eligible in the coming months to win Corporate Driver of the Month, as long as they continue to meet the criteria.

June Terminal Drivers Of The Month!

Help us congratulate the finalists who are named Terminal Drivers of the Month for June 2022.

CONGRATULATIONS!

- James Larsen - Belvidere, IL
- Jeffery Jones - Bertrand, MO
- Robbie Williams - Bowling Green, KY
- Todd Welch - Cadillac, MI
- Jeffery Wright - Windsor, ON
- Timothy Powell - Cleveland, OH
- Marissa Gill - Dayton, OH
- Jeffery Delozier - Detroit, MI
- Steven Brobst - Flint, MI
- Duane Hill - Grand Prairie, TX
- Lazaro Rodriguez - Grand Rapids, MI
- David Blevins - Indianapolis, IN
- Jeremy Derose - Kansas City, KS
- Jeffery Brace - Lansing, MI
- Charles Dunn - Lima, OH
- Bradley Looney - Little Rock, AR
- Sheikh Drame - Louisville, KY
- Donald Rouch - Marion, IN
- Daniel Rininger - Marshall, MI
- Joseph Ismail - Phoenix, AZ
- Matthew Gauthier - Port Huron, MI
- Eric Maney - Riverton, IL
- James Simpson - Spring Hill, TN
- Robert Eldridge - St. Louis, MO
- Jackie Cromwell - Toledo, OH
- James Hammer - White Pine, TN
- Jerry Dudding - Wentzville, MO

These drivers will receive a Driver of the Month certificate. They will still be eligible in the coming months to win Corporate Driver of the Month, as long as they continue to meet the criteria.



Interstate 70 Lane Addition Ribbon Cutting

Contractor John R. Jurgensen and Designer E.P. Ferris & Associates had the project of adding a third lane on I-70, in each direction, between U.S. 68 and State Route 72. They were also able to replace and upgrade bridges. This project began in the Summer of 2018 and ended in the Summer of 2022.

With the mission to provide safe and easy movement of people and goods from place to place, the Ohio Department of Transportation (ODOT) supports the state highway system and promotes transportation initiatives statewide. As a more than \$3 billion per year enterprise, ODOT invests the bulk of its resources in system preservation through maintenance, construction, and snow and ice operations.

The Ohio Department of Transportation held a ribbon cutting ceremony celebrating the completion of the project.



Governor Mike DeWine, Kevin Burch (Vice President of Governmental Affairs & Sales) of Martin Transportation Systems and many others spoke at the event.



Kevin Burch was able to give a five minute speech on the importance of the 3rd lane. Kevin mentioned that this stretch completes three lanes in total between Dayton and Columbus. Kevin spoke about how this 3rd lane reduces congestion, saves fuel, is safer, and will create quicker deliveries. He also talked about how the 3.7 million people in the trucking industry depend on good and safe roads.



BAY *LOGISTICS* *Spotlight*

BAY LOGISTICS WOULD LIKE TO SPOTLIGHT: JOHN KUTILEK



What is your job title & role?

Current title is Corporate Sales Director.

How long have you worked for Bay?

I have been working at Bay since late March, 2022. I returned after 3.5 years. I originally started at Bay in February 2017. I have over 30 years in the transportation/logistics field.

What do you like about your job?

I love the folks I work with and for. Prospecting, building long-term business relationships externally and internally, generating revenue, and having happy customers.

Where do you live?

I live in Grand Rapids, Michigan.

Where did you go to school?

I have a business degree from Davenport University and advanced studies in Global Logistics from Ferris State University.

Do you have a wife & kids?

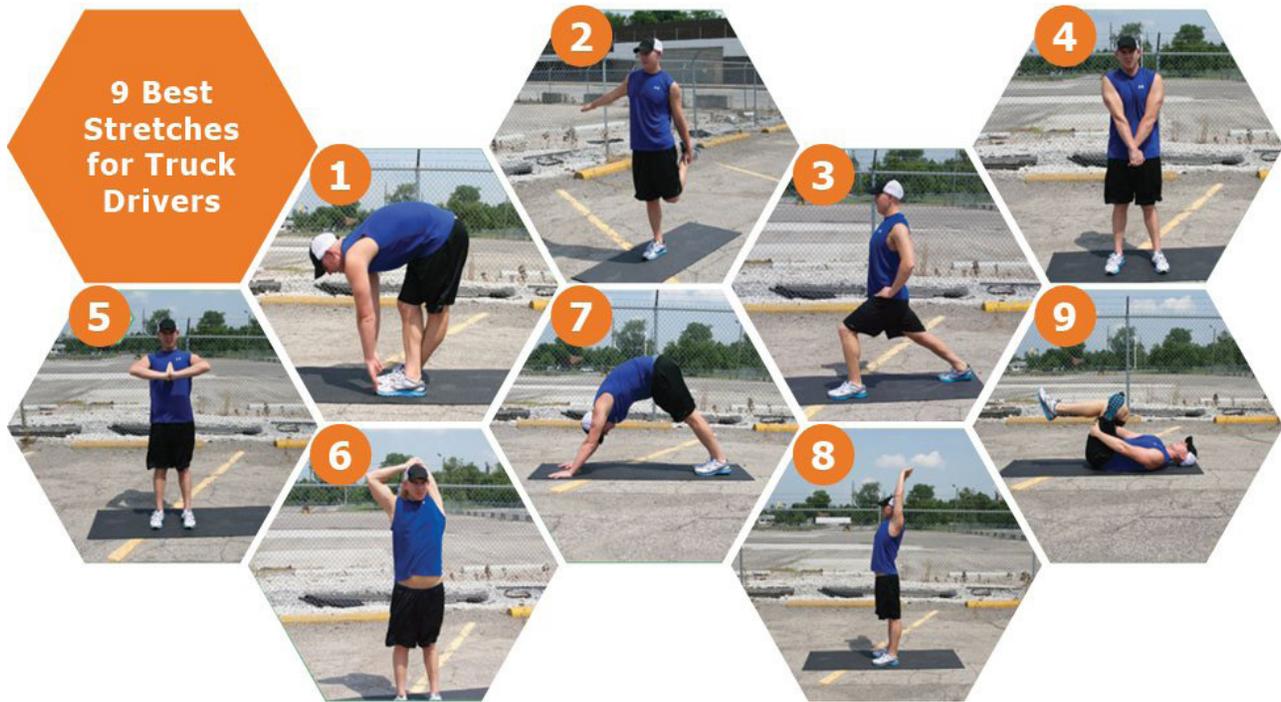
I have two children. My daughter Kinsey has a degree from MSU and now lives in Colorado Springs and my son Jake will be a junior at MSU this fall.

What do you do for fun?

I enjoy boating (when it's running well, lol), golf, tennis, and throwing darts.

Where do you see yourself in 5 years?

I see myself with Bay through retirement.



The Importance Of Stretching For Truck Drivers

aatruckinsurance.com

Many people do not realize how essential stretching is for overall health. As a truck driver, you should consider adding stretching to your daily routine, even if you're not planning to exercise. There are multiple benefits to taking the time to stretch your body, especially after a day spent in the cab.

Stretching keeps your muscles strong and healthy. It is key for helping your muscles remain flexible, which is needed to maintain a range of motion in the joints. When muscles are not kept stretched out daily, they can shorten and become tight. Then, when you are active, your muscles will be weak and unable to extend, putting you at risk for strains, sprains, joint pain and muscle damage.

When you sit in your seat in your cab all day, your hamstrings will get tight in the back of the thigh. Then, when you try to walk it can be harder to extend your leg or straighten your knee all the way, making it harder to walk. In addition to helping to keep your muscles long and flexible, stretching will ensure exertion won't put too much pressure on the muscle itself.

Stretching will also help you have a calm mind. It gives your mind a mental break and allows you to recharge and refresh your body and mind. Many people find that stretching daily will help to release tension and increase energy.

When it comes to stretching, it's important to use proper technique. It's best to warm up your muscles a little before stretching out, so take a short walk to get your muscles warm. Focus on muscles that are sore and tight to get blood flowing into those areas. Don't bounce! Bouncing can slightly tear your muscles and could lead to scar tissue, causing even more inflexibility and increased soreness.

Stretching does not have to consume a lot of your time. You can get a good stretch in 10 minutes per day. Stretching will help increase your range of motion so it's best to get into the habit of stretching every day.

**MOVE, STRETCH,
STRENGTHEN,
AND SIMPLY
LET GO**

MTS Spotlight

MTS would like to spotlight truck driver Jeff Moore out of Lima, OH. Jeff went above and beyond on getting a stolen trailer back to MTS. He notified dispatch, called authorities and stayed with the trailer until the trailer was stopped. Great job Jeff!



Truck Driver Jeep Upgrade!

MTS truck driver Russ Shonkwiler has been working on “modifying” his Jeep Wrangler this past year and has done most of the work himself. Russ put a lot of time and effort into the project. MTS had a chance to interview Russ about his project.

1. What is your name and position?

I am a Dayton driver and my name is Russ Shonkwiler.

2. How long have you worked for MTS?

I have worked for MTS for over 8 years.

3. What type of Jeep do you have?

I have a 2014 Jeep Wrangler. I put over 100,000 miles on the Jeep (on road & off road).

4. How long have you had your Jeep?

I have had my Jeep for 5 years. It is my third Jeep.

5. What do you like best about your Jeep?

Doors off and wind blowing, sense of freedom.

6. What was your best road trip?

WinRock Off-Road Park in TN.

7. Ever been stuck?

Yes. Since then I purchased a winch and full tool box.

8. Most recent addition?

My most recent additions are blue halo lights and matching rock lights.

Comment: I enjoy the Jeep both going to work and on trails on my days off. I am on a dedicated lane in Dayton and enjoy driving for MTS.





Let Your Drivers Help You Improve Fuel Economy

fleetowner.com

By Michael Roeth

(Executive Director of the North American Council for Freight Efficiency)

The price of a gallon of diesel fuel is at the highest level since 1994, according to data from EIA. And while at one point in March prices dropped a bit, they are once again on the rise. Given world events it does not seem like we will see a significant drop in diesel fuel prices anytime soon.

Late last year we got an email from a logistics manager who shared his company's journey to lower the carbon footprint of its supply chain. One idea that he described as low-hanging fruit was a handout for drivers that would remind them about what they can do to drive with fuel economy in mind.

At NACFE, we've long taken the view that drivers are a key element to improving freight efficiency. Of course, the way a vehicle is spec'd and how it is routed are important, but on a day-to-day basis the person sitting in the driver's seat controls the way the vehicle operates, and that behavior can lead to big gains or losses in freight efficiency. Given the price of fuel, now seems like the time to engage or re-engage drivers in your efforts to save fuel.

Here are some tips you can share with drivers. I'm guessing many of them already know these things, but sometimes a reminder doesn't hurt.

Watch speed and drive at a constant speed: We all know that driving fast increases fuel consumption.

Every mile per hour driver over 60 mph reduces fuel economy by one-tenth of a mile per gallon. When possible, settle in on a speed and stick with it. Continually slowing down and speeding up is inefficient.

Find the engine's sweet spot: Run the engine at the most efficient rpm.

Use cruise control: Cruise control allows the driver to maintain a constant speed and avoid unnecessary stops and starts.

Avoid hard braking and fast acceleration: Every time the driver touches the brake pedal, energy is lost. On the other hand, fast and hard accelerations also waste fuel not to mention being hard on the engine. Drivers should watch their intervals and keep the right amount of distance between them and the vehicle in front of them.

Tire inflation matters: Underinflated tires decrease fuel efficiency. Remind driver to check tire pressure often. Consider installing tire pressure monitoring/inflation devices.

Check condition of aero devices: Dents, rips, and tears in aero devices decrease their effectiveness. When aero devices get damaged, make sure to get them repaired at the earliest opportunity.

Minimize idling: At \$3 a gallon and 100,000 miles a year, a 10% annual reduction in idling equals a \$300 to \$500 annual savings. Given today's fuel prices that savings will be even higher.

For 11 years—regardless of the price of diesel—NACFE has encouraged fleets to engage drivers in their fuel economy improvement efforts. Many fleets and drivers are on the fuel efficiency bandwagon. For the rest of you, \$5 a gallon diesel seems like a pretty good reason to jump on. You'll be welcomed.

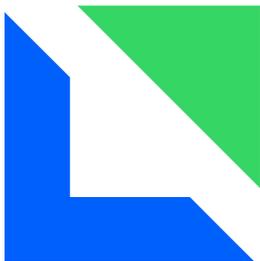
Livongo for Diabetes: A Health Benefit at No Cost that Helps Make Living with Diabetes Easier!

Who Can Join:

The program is offered at no cost to members and covered dependents with diabetes and coverage offered through your employer's sponsored Blue Cross Blue Shield of Michigan health plan.

What You Get:

- **Connected Meter:** Automatically uploads your blood glucose readings to your secure online account and provides real-time personalized tips.
- **Support From Coaches When You Need It:** Communicate with a coach anytime about diabetes questions on nutrition or lifestyle changes.
- **Unlimited Strips At No Cost To You:** When you are about to run out, we ship more supplies, right to your door.



Enroll today:

join.livongo.com/BCBSM/register



Fighting The Trucker Shortage

foxbusiness.com

The trucking industry has been facing a massive worker shortage, leaving some store shelves empty. The truck driver shortage in America hit an all-time high in fall 2021 with more than 80,000 open positions, but the industry has changed in recent months.

Lately, truck driving schools are getting more applications as wages increase and companies offer other incentives.

“This is an occupation where you can earn a middle-class lifestyle and support a family of four still, depending on where you live,” said Bob Costello, the American Trucking Associations’ chief economist.



Nebraska has a lot of enormous truck fleets that need more drivers, and that’s part of the reason Roadmaster Drivers School just opened its 21st location in Omaha. Costello says trucking is one of the few jobs where wages are going up faster than inflation, and more applications to these schools means more future drivers on the road.

Roadmaster Drivers School President Brad Ball says as supply chain disruptions became more obvious, there’s been an application overload at many of the school schools.

“There’s a wait to get in some of our schools,” Ball said. “A lot more people are interested in the job because they’re seeing the benefits. They’re seeing there’s no pay gap tied to race or gender. This industry isn’t looking for college degrees. They’re just looking for people that are willing to work hard.” “The paychecks for truck drivers are also looking fatter.”

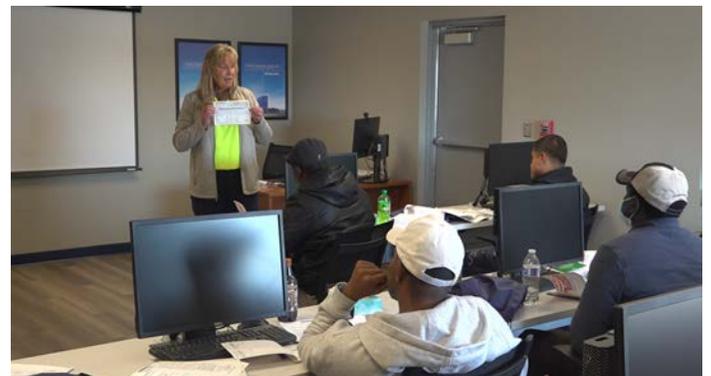


“The average weekly earnings for truck drivers across the longer-haul segments is going up at four and half times the historical average. So, I suspect that is resonating with a lot of folks,” said Costello.

New students at Roadmaster’s Omaha school say the trucker life is looking pretty good.

“Why not join the truck company so I can explore the states, the country, while getting paid for it,” said Haiti native and new trucking student Ralph Saint Baptiste.

From bookwork to inspections and hours on the road, it takes dedication to eventually become a truck driver. Cameo Holliday used to be a surveillance officer and was looking for a different career path.



“This one seems to be the one that needs the most help, so here I am,” Holliday said.

He admits that supply chain issues were less important to him than the pay rate, but he says if he can help the country get back on track, he’s all for it. So are his classmates.

“I hope we are part of the solution to get the supply chain going again and get products moving everywhere it needs to be going,” student Josh Blaisdell said.

For Blaisdell, trucking runs in his family. His father, Mike Blaisdell, is a driver and has driven two million accident-free miles. Transportation and logistics company Werner Enterprises has a program called Family Traditions through which a driver can sponsor an immediate family member to receive training free of charge at a Roadmaster school.

It takes about five to six weeks of training and classes until a student becomes a truck driver. Overall, the trucking students at the Roadmaster Omaha school want to be a part of a national solution.



“Driving a truck to deliver stuff all over the country, you feel like you’re doing something important. You feel like you’re contributing to something bigger than yourself,” said Saint Baptiste.

Even if this new boom in trucking students helps ease the trucker shortage, the shortage hasn’t been eliminated. On top of this, new trucks are hard to come by because of supply chain issues, microchip shortages and other factors.

Driver Referral Bonus Program

MTS offers our current drivers, mechanics and dispatchers a \$1,000 Driver Referral Bonus for a new experienced CDL-A driver referred to and hired by MTS.

The referral bonus for a new driver will be paid out as follows:

- \$333 at 30 days of continuous employment
- \$333 at 60 days of continuous employment
- \$334 at 6 months of continuous employment

The driver being referred MUST put your name on their MTS application as the person who referred them.



DRIVER REFERRAL BONUS





10 Trucking Trends In 2022

housegrail.com

Are you looking to have a career within the trucking industry? In this article, we offer exceptional insight into the US trucking industry. Being a truck-friendly country, the USA boasts of multiple expansions in this field, increasing the demand for trucks.

In the US, trucking has long been the primary transportation option for many businesses, especially global ones. Over the years, trucking has grown significantly due to the increase in trade and globalization.

The trucking industry is also going through many changes, and it is crucial to stay on top of the new trends. Here, we'll look at some of the significant trucking trends in the US.

1 Advancement Of Technology

The advancement of technology has made the trucking industry safer, faster, and more productive. Technologies such as collision mitigation and electronic logging devices have made it easier for truckers to stay on course and log their hours accurately.

Trucking companies are also embracing newer technologies to make the workplace more efficient and less dangerous for their employees.

The future of trucking is dependent on the advancement of technology. These advancements can also be new trucks, advanced sensors, and autonomous driving technologies.

Page 18



2 Influence Of E-Commerce

The e-commerce sector has been growing fast, and it's expected to continue growing in the next few years. The growth has resulted in an online shopping boom for the entire logistics industry. The demand for parcel carriers, warehouse facilities, and delivery services is rising.

As e-commerce continues to expand, it will likely have a significant impact on the trucking industry in the US. For example, more drivers will be needed to transport goods over long distances. It's because more products will be sold online.

Also, many companies that don't sell their goods online are now using third-party services to deliver orders. It means they are using more trucks to ship their goods.

3 Incorporating Data Analytics

Technologies such as Artificial Intelligence (AI), Machine Learning (ML), and Advanced Analytics are developing fast. They're creating new opportunities for fleet managers to utilize the data available about the trucking industry.

Fleet managers must be aware that they can gain a competitive advantage in cost savings and higher productivity. So, they need to incorporate these technologies into their business processes.

4 High Number Of Mergers

The number of mergers between logistics providers and trucking companies in the US has risen steadily. The reasons for this trend are quite obvious. There's increased competitiveness and the need to reduce costs.

Mergers create large companies. They also offer operational, financial, and logistical synergies. Additionally, these mergers lead to cost savings, increased revenue, and profit margins. Also, there's improved service quality and client satisfaction.

5 A Shift In Production Locations

Due to globalization, there's been a shift in the location of business production for years. The trend is bound to continue. This shift is not limited to manufacturing but extends to all aspects of the business, including supply chain management.

The impact on trucking isn't only limited to the movement of finished goods from the production site back to the distribution hubs and other end-user locations. It also includes raw materials, intermediate components, and finished products from suppliers to production sites.



6 Rising Cost Of Fuel

The rising fuel cost will continue to be a primary factor affecting the trucking industry. Higher fuel prices mean higher transportation costs and increased expenses for truckers.

Truckers are also faced with rising costs of tires and insurance. The maintenance cost to keep their vehicles safe on the road is also rising. They are also facing additional expenses from stricter safety regulations that have been put in place in recent years.

As fuel prices continue to rise, these additional costs will add up. They'll lead to higher food prices for consumers.



7 Urbanization

Urbanization has been going on for thousands of years, but it is becoming more rapid and widespread. It not only brings in a lot of opportunities but also leads to the emergence of new challenges.

The growth of urban centers has dramatically impacted the trucking industry. It's still doing so. The growth of urban areas has brought manufacturing plants closer to customers. It has reduced shipping costs. Also, it has increased local traffic congestion and pollution.

Urbanization increases the demand for both freight and passenger transportation services. With more people moving into cities, there is a higher demand for freight transportation services from warehouses to retail outlets and manufacturing facilities to distribution centers.

8 Career Bankruptcy

Career bankruptcy refers to the employment status of individuals before they file for bankruptcy. Truck drivers are not an exception to career bankruptcy.

Some have problems paying their bills and other debts due to job and income-related factors. So, they'll look for a better solution that can help them solve their financial problems faster without filing for bankruptcy.

This way, you can expect to see more truck drivers who will turn to debt settlement services. This is much easier than filing for bankruptcy.



9 Changes In Pricing

With the advent of the internet, cargo freight has become more transparent, thus, available for customers to negotiate. Besides, customers have now become direct players in the trucking industry.

As a result, carriers must compete with each other within their market. Also, they must compete with others across the country. This trend has made carriers to be more competitive in the rates and services they offer to their customers. The trucking industry is now becoming more customer-friendly due to this power shift.

Customers can now see how much drivers make per mile. Also, they will know the fuel cost and what their load or trailer weight limitations are. This transparency is forcing carriers to offer lower rates and better services to their customers. Carriers need to adapt fast to the changing standards of their customers if they want to stay competitive.



10 Market Flip

A “market flip” is when a small business is transformed into a big enterprise. Amid the gloom of a recession and rising operational expenses, the US trucking industry experienced slow growth.

But there are positive signs of recovery and growth in the industry. The market has been stable over the years due to the ongoing shift from rail to road freight transportation. But this can change as we see a reversal in this trend in the coming few years.

