

Operations

Well it is here guys and gals SUMMER! Reminder from our May news letter please take precautions in this heat we are experiencing. Water and sports drinks are good. Carbonated beverages with caffeine are bad in the heat. Take frequent breaks and cool down before continuing your task. No load is more important than your health.

We are proud to relay some good news that every contractor can take advantage of. Our cost plus fuel discounts with T/A, Petro and Pilot are providing terrific fuel savings. In the month of May a large portion of our fleet saved from \$100 to \$400. We had 19 contractors that saved over \$500. We had 3 contractors that saved over \$600. We had 3 contractors that saved over \$700. We actually have 1 contractor that saved almost \$900!! These discounts are available to every contractor. So you guys fueling at the mom an pop stops are leaving some serious cash behind.

It is official! Flying J does take Comdata. We do not have any fuel discounts in place. Pilot is in the final stages of the long awaited merger. When this is complete we will have a discount program. I will get the news to you when it becomes available.

Once again let me remind everyone that cargo claims are down so far this year, which is good. As I have reminded you many times don't let a claim cost you money that can easily be avoided. Also make sure all loaded trailers are secure when parked. Cargo theft is on the rise again.

If you have any questions about cargo securement or Safety in general do not hesitate to call our Safety Department at 800-643-6448. You can reach Danny Watson at ext 1703 or William Harding ext 1706. Truck safely and have a great summer.

Safety

CVSA strongly supports the Comprehensive Safety Analysis 2010 (CSA 2010) concept and credited the Federal Motor Carrier Safety Administration (FMCSA) for moving it forward. It offers significant promise to transform compliance and enforcement activities to be more surgical in nature and to allow for more proactive safety interventions with motor carriers, which will ultimately save more lives. It also is consistent with one of CVSA's major DOT reauthorization priorities — to streamline the compliance review process to make it more effective, as well as to establish a better safety rating process for motor carriers.

CVSA's Interim Executive Director Stephen A. Keppler, testifying today before the Committee on House Transportation and Infrastructure's Subcommittee on Highways and Transit, urged Congress to ensure there are adequate resources for increasing safety on U.S. highways -- citing the 4,229 deaths in 2008 resulting from commercial vehicles as unacceptable -- and that passing a long-term transportation bill as soon as possible is critical.

"The large truck fatality rate dropped by 12.3% in 2008, and is down 20.8% since 2005, resulting in 1,000 fewer deaths in 2008 from large truck crashes than there were in 2005," said Keppler. "Significant credit for this goes to the more than 12,000 commercial vehicle safety inspectors and law enforcement officers in North America who are working hard each and every day (as well as) to the many responsible members of the truck and bus industries who are mindful every day of the need to keep our highways safe. However... we still have plenty of work to do in our march towards zero deaths on our roadways." "With a program (CSA 2010) of this size and scope there are bound to be some bumps along the way," said Keppler.

"The key to success is to keep an open line of communication and for FMCSA to work together with the states, industry and other affected parties to ensure they are fully aware of what is happening and when." CVSA outlined several reasons for the need for CSA 2010 during the hearing on the 'CSA 2010: Understanding FMCSA's New System of Motor Carrier Oversight,' but indicated it requires a long-term and sustained federal investment, and needs to be appropriately resourced at both the federal and state levels for it to be successful. "This can only happen through a significant increase in funding and the passage of a long-term



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transportation bill. A glimpse of the additional resources needed at the federal level for CSA 2010 is evidenced by the President's request for an additional \$20 million beyond SAFETEA-LU authorized limits for his Fiscal Year 2011 budget for the purpose of rolling out CSA 2010," said Keppler who explained the CSA 2010 experience thus far (through nine pilot states) is having a positive impact and is being received well by both enforcement and industry.

CVSA supports FMCSA's budget request; however, CSA 2010 will also require the states to expend more resources for implementation just as it has required the FMCSA to do so. In this regard, the Alliance sees several key issues that need to be appropriately resourced to the states: Training; Work force adjustments; Information Technology changes/upgrades; Roadside inspections; Data challenges and adjudication; and, CVSP and grant-related changes. CVSA also outlined several additional concerns its members have. In particular, states would like to be more informed on items such as implementation, program funding and its impact, and schedule, deliverables and timelines. Another key issue is whether FMCSA will be able to implement the information systems and software changes to support field operations in a timely manner. CVSA is an international not-for-profit organization comprised of local, state, provincial, territorial, and federal motor carrier safety officials and industry representatives from the United States, Canada, and Mexico.

Our mission is to promote commercial motor vehicle safety and security by providing leadership to enforcement, industry and policy makers. The Alliance actively monitors, evaluates, and identifies solutions to potentially unsafe transportation processes and procedures related to driver and vehicle safety requirements most often associated with commercial motor vehicle crashes. In addition, CVSA has several hundred associate members who are committed to helping the Alliance achieve its goals; uniformity, compatibility and reciprocity of commercial vehicle inspections, and enforcement activities throughout North America by individuals dedicated to highway safety and security. For more on CVSA, visit www.cvsa.org.

SAFETY MEETINGS

*June 5th – Fikes KY Office – Owensboro, KY

*July 24th – Radisson Fort Worth Fossil Creek – Fort Worth, TX

Meetings are from 10:00a.m. – 2:00p.m.

Recruiting

The year is half over and many exciting things are happening at Fikes Truck Line, Inc. We want to remind you of a few important upcoming issues that you need to make sure you have done.

The 2290, Heavy Road Use Tax, is due on July 1st. **If you are in our tag program**, be sure to send a clear stamped paid copy to Sandra Martin as soon as you get it – fax to 870-777-8754 with your unit # on it. We must have them before we can order your 2011 Tag and it has to be paid by August 31st to avoid paying a penalty.

You have been working very hard to accomplish the goals you have set for yourself. You have done well this year. Freight is going strong and working hard has paid off. Keep up the good work and be sure and tell your story to others because the **referral bonus program** is still in full force. For those of you that take advantage of this awesome program, it is as follows: You will receive \$500.00 when they lease and haul their first load and \$500.00 after they are leased 6 months! Referral checks are printed once a month (the following month after they lease on) so we will call you to let you know that your referral check has been mailed. Now is the time to get your quality recruits in here and leased on. Think of the extra money you could earn between now and Christmas. It will be here before you know it! Also, we have brought back a recruiting tool to help you out, the **sign on bonus** for your new recruit (\$500 on their first settlement to be used for deposits if needed, so they won't have to have any money down and \$500 on their settlement after 90 days). If you need referral cards, please call Wendy and she will be happy to send you more. 800-863-4537 ext. 1502.

Hot weather has been upon us now for a couple of months and it's only going to get hotter so be careful out there and stay cool, drink plenty of fluids and rest when you can! Until next month, good weather and good trucking.

The Recruiting Gang,
Max, Terry, Dan and Wendy



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