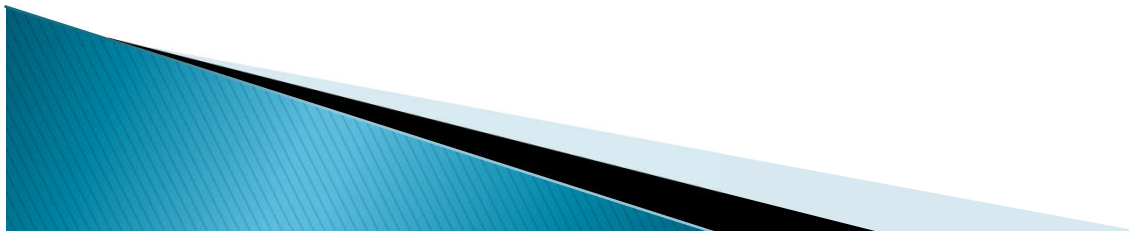


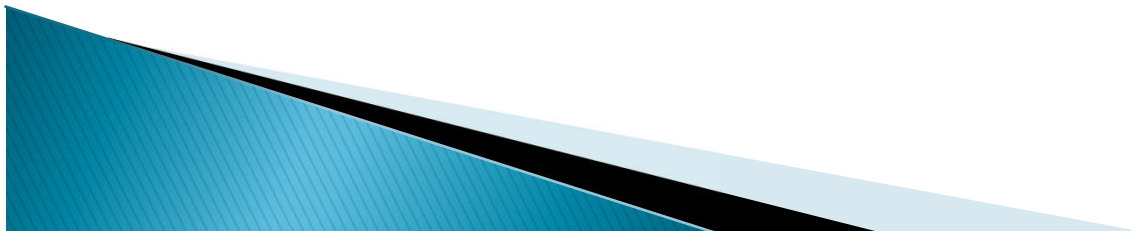
“ If I had ask the public what they wanted before I started my automobile company,...they would have said.....Faster Horses”

Henry Ford



The Future of Trucking

- ▶ A Look Over Our Shoulder
- ▶ Where We Are Today
- ▶ A Short Term Look at the Future
- ▶ What Lies Down the Road



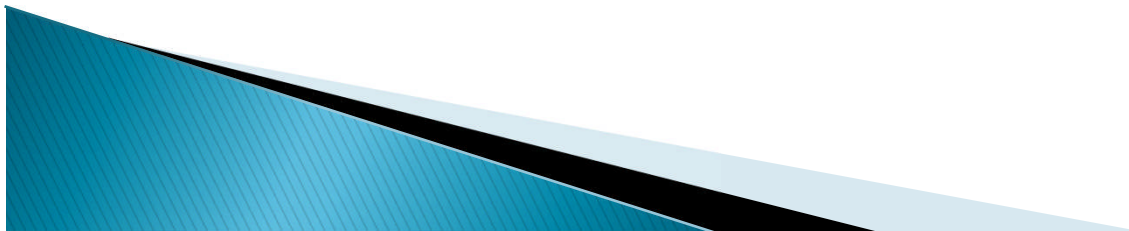
The Future of Trucking

- ▶ What was the Trucking Industry when some of us arrived at the beginning of our careers, looks little like the Transportation Industry of today.
- ▶ Totality regulated environment. No Free entry into the market. Regional and National Monopolies.
- ▶ The shipping public had limited choices.



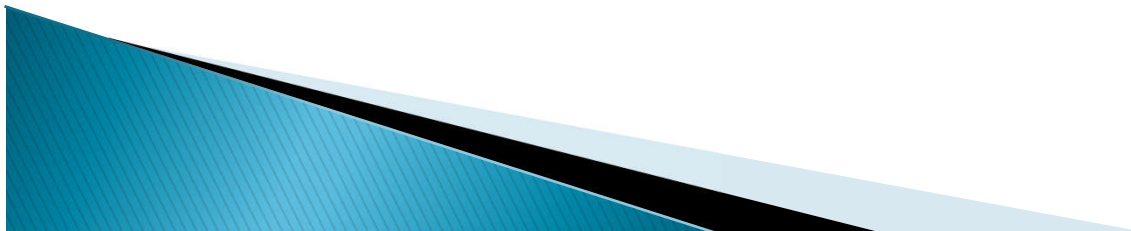
The Future of Trucking

- ▶ If you had told a trucker in the late 1970's, he would one day derive a portion of his revenue from the use of Rail and/or Ocean , he would have called you, Crazy.....
- ▶ And many called Malcolm McLean Crazy during that period.



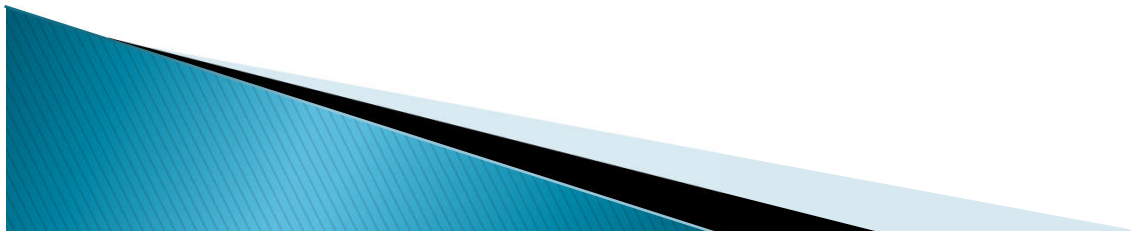
The Future of Trucking

- ▶ Today we use any and all modes available to us to move our customers cargos ;
- ▶ OTR, Intermodal Rail, Intermodal Ocean, Air, Barge, wherein Trucking provides either the door to door service or first and final mile service.



The future of Trucking

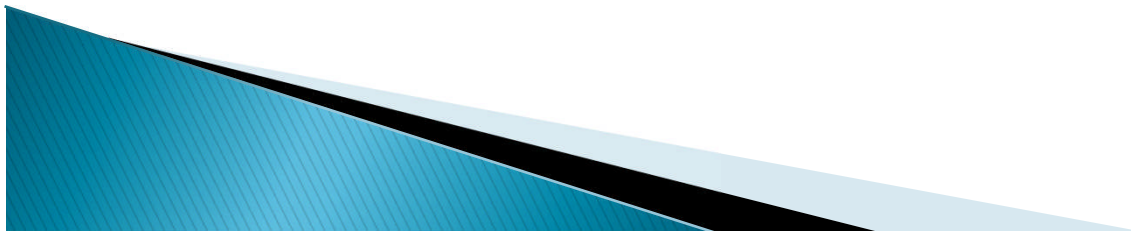
- ▶ Where will the drivers come from?
- ▶ How will they be compensated?
- ▶ Will the mountain of regulations continue to cripple productivity?
- ▶ Fuel, Maintenance, Political Climate, Freight Volumes, all are contributing factors



The Future of Trucking

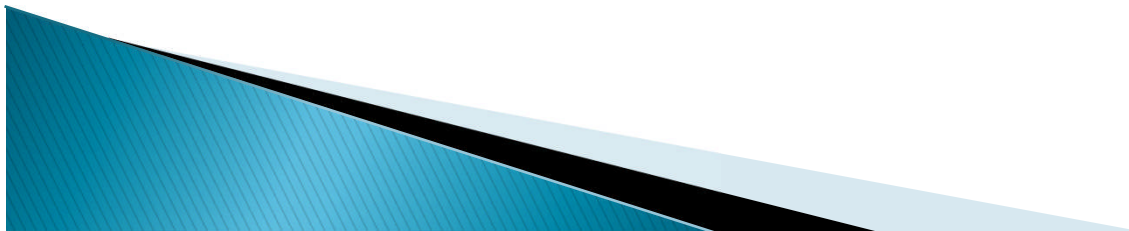
Drivers, Drivers, Drivers, it all about the Drivers.....

- ▶ The top concern on every survey since 2011 is Driver Availability.
- ▶ In addition to improved pay, we have to make their work conditions more liveable.
- ▶ Local work, Regional runs make for more home time.



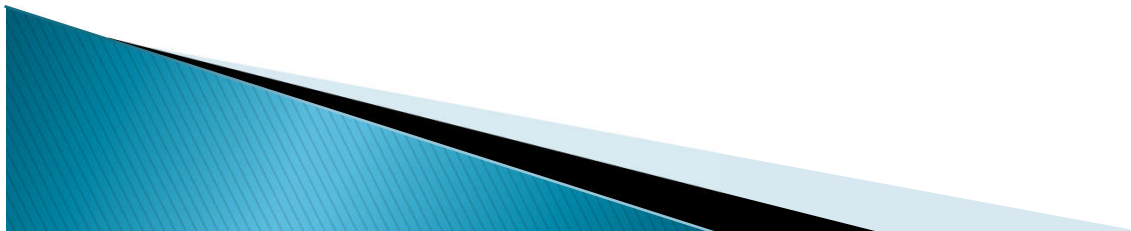
The Future of Trucking

- ▶ What's New and What is Coming?
 - Tracking and tracing Technology continues to improve.
 - E-Logs level the playing field.
 - Emission controls and Exhaust treatment Systems
 - Electronic Control Modules
 - Driverless Fleets...Don't Laugh, its coming..



The Future of Trucking

- ▶ There is a massive difference in the outlook when the trucking industry is talking about finding drivers, while Amazon is talking about delivering packages directly to consumers using flying robots.....



The Future of Trucking

- ▶ Where are we headed down the road? (if there is a road at all)....
- ▶ In the battle between those who embrace technology and those who reject it, technology will win every time....
- ▶ Our job in trucking is to put it to work for our benefit.

