

Recruiting

Contests News

The time is here and we will be announcing the Top Recruiting Contractor at the picnic. The winner will receive \$2,500.00 and a watch and the two runners-up will receive a watch. We will also be drawing for the Grand Prize Recruiting Trailer donated by our friends at Twin City Trailer. We hope to see all of you at the picnic but if you are unable to make it, next month's Short Haul will have a list of the contests winners. We want to let you know we are already planning for the 2007-2008 contests. We will again be having monthly winners---the winner each month will receive a Sirius Radio and a year's subscription **FREE**.

Orientation News

To let you know so you can spread the word...we are now doing orientation in Hope, Birmingham, and Owensboro so owners/drivers/contractors can now go to whichever location is most convenient.

Tags

Make sure if you are in our tag program we have your new 2290 (Heavy Road Use Tax) so we can order your tag for next year. If you are not in the tag program, we will not renew yours and we **MUST** have a copy of your registration on file. If you have our tag and have decided to get your own, please call Sandra and let her know.

Thank you

We would like to take this opportunity to say a big thank you for all the hard work this past year in helping build this company. You are the driving force behind us and we are very proud to be partnered with you.

Safety

Fuel News

It is now October, time to make hay while the sun shines before old man winter comes around again. In order to do that, you have to purchase that liquid gold they call "diesel fuel". With the average price of diesel hovering around \$3 again it is hard to get motivated, that is why it is important as cost conscience truck owners you use every tool available to save money. Let's take a look at our current fuel discounts out there. We have negotiated discounts with six major vendors---Pilot is our largest vendor and gives us .05 cents off the cash price plus numerous high volume locations and no transaction fee. Next in line is Loves who currently gives .04 cents off the cash price and no transaction fee. Then we have T/A, and they give us the cost plus or cents off option depending on their costs. Close behind is Petro with .035 cents of their cash price. Then we have the Am-Best vendors who give .02 off cash price plus their high volume locations. Last but not least, Wilco-Hess in the East gives cost plus off the cash price.

Fuel Taxes

REMEMBER---the easiest way to keep fuel taxes in line is with our satellite system and by using the Comdata card. Neither is mandatory but they are highly recommended as well as cost effective tools at your disposal. Using a credit card to buy fuel at a vendor where we have discounts is leaving money on the counter you could keep in your pocket.

FMCSA News

The Federal Motor Carrier Safety Administration ("FMCSA") filed a memorandum with the D.C. Circuit Court of Appeals strongly supporting ATA's request that the Court's vacating of the 11 and 34 hour provisions of the hours-of-service ("HOS") rules be stayed pending their reconsideration by the agency. Agreeing with ATA

that a stay was needed to “prevent substantial disruption of trucking operations,” the agency cited timing concerns and significant transition costs to the industry related to a rule change, costs it noted that could “have to be incurred again.” FMCSA also pointed to disruptions and confusion in HOS enforcement if the rules were changed. Moreover, the agency expressly stated that it “agrees with ATA that maintaining the status quo will not harm public safety or driver health.” In support of that statement, improving safety statistics were cited including a declining trend in fatigue-related accidents. The agency also noted that the Court had invalidated the 11 and 34 hour provision “on procedural grounds only” and that the “Court’s decision did not foreclose issuance of a new rule that contains the 11-hour and 34-hour provisions, assuming the agency provides the requisite notice and comment and adequately explains its reasoning.” FMCSA suggested that the Court grant a 12-month stay during which it would conduct a new rulemaking to consider new data and address the procedural shortcomings identified by the Court.

Operations

Junction, TX Weyerhaeuser

This facility will be closing when they ship out the entire product they have on hand. We hate to see this loss in south Texas---although not a real high volume, it has been a good loading point with good lanes and it seemed most everyone liked loading there and hauling the product. This, however, will increase the volume out of Lowell, AR. As you know, this product is used in building home patios / decks, so this will be heavy volume in spring and summer so keep Lowell in mind March of next year.

Jack Milligan’s News

We’re closing in on the 4th Quarter for 2007 at breakneck speed and its time for a good old fashioned gut check!

Let’s focus on a few action items and finish as strong and profitable as possible.

- # 1-Simply catch up on your bookkeeping for 2007. Hopefully you’ve taken the opportunity to become a client with Higher Roads and you’re using one of our three bookkeeping/tax preparation systems. Key in your revenue and expenses and know where you stand with Uncle Sam. We have plenty of time to get you caught up and plan for an optimal year’s end!
- #2-Look seriously at your personal finances. If you haven’t pulled your credit reports in the past six months....get it done! If you’re unsure about what steps to take simply call me at 877-444-0128. It’s simple, cheap and will provide you with the information you need to real financial integrity!
- #3-This is for our folks who might be considering replacing their truck. We’ve had significant success assisting a number of Fikes contractors “trade up” so to speak. We’ve expanded our equipment sources and reestablished our relationship with the gentleman we originally started the program with! Call me and I’ll personally pre-qualify you for the program and work with Brett Underwood of Truck Country USA to ensure you get the right truck with the right terms.

Fikes is committed to your success and continues to invest in your company whenever and wherever we can! Call me today.....we’ll do this together!