



GPT News

Driving Performance

Quarter 2 2016

STATE OF THE INDUSTRY

IN THIS ISSUE

State of the Industry

by Mike Holland

We are finally in the full swing of summer and the miles keep rolling! Great Plains is adding customers, adding trucks, and our lanes and freight are expanding. We are working hard together to grow and improve as a company. As we succeed in bettering our communication, our performance also improves.

The state of the industry is still a major topic of discussion. Last quarter the article discussed performance, higher standards, and self-policing. These will continue to be a focus for everyone at GPT, as we must always strive to improve. This must be a collective effort, from Bob's office to everyone across the company.

As the backbone of the American economy, the trucking industry is also an accurate measure of its state. This industry accounts for 70% of the freight shipped in the United States. I believe the industry right now is at a low point. Despite a cautious outlook by some for the rest of 2016, other experts have a more optimistic view of things to come.

Freight was harder to find in the first few months of the year and there are many

statistics to back this. Many companies struggled to stay afloat. We were successful because our operations team has a great assortment of customers and brokers. They filled the gaps that the slower industry created.

Slow or not, we were able to add 10 trucks to the fleet through the second quarter, and turnover has lowered while miles per truck remain steady. We accomplished this because everyone has made a strong effort to improve communication.

We also added a rock star recruiter, Kevin. He enjoys speaking with the drivers you refer, so send them his way. Some of you have met him already. If you haven't, you can read about him on page 4.

The trucking industry is both unique and challenging. We must always remember that proper communication, a focus on safety, and a positive attitude will win every time!

Thank you for all your support. We couldn't do it without you.



Find out all about the latest equipment upgrades we've made! GPT is implementing a new aerodynamics system, and made a big change with equipment!

Page 3



We've created a fitness routine just for our drivers! Find out how you can improve your physical wellness in 20 minutes a day!

Page 5

Good to Know: Fuel Mileage

By Mike Holland

Fuel mileage is an important aspect of the transportation industry. We consulted with our most fuel efficient driver, Brian Davis, to get some tips. Brian drives truck 6017 (a 2016 Freightliner). He averaged 8.38 mpg for the entire 2nd quarter. In comparison, the average across the GPT fleet is 7.15 mpg.

His number 1 tip is to always be legal on weights. Make sure you are scaling every time before leaving a shipper. For best results, the load needs even distribution as well. Always check all your tires for proper inflation during your pre trip inspection. The cross fires should always be in the clear/yellow.

Brian also recommends running the truck at 57 mph as often as you can. I realize this may sound crazy, and you may wonder if you can make any money running at that speed. I'd say it depends on how much time your load has and if you have planned well.

It's crucial that you use your cruise control as often as possible; 90% should be the goal. According to Brian, "no over speed or idling... EVER!"

Brian also suggests turning the "A/C off when climbing hills, even on hot days". It might be inconvenient and uncomfortable, but using the A/C does consume more fuel. The engine works harder going uphill; turning off the A/C can compensate for that. And of course, you should always have the trailer tails deployed, and shift the truck at 1300 rpm.

That is a cliff note version of Mr. Davis' ways to get 8 mpg. Please let Casey or Bob know when you try some of these tips and how they improve your mpg!

Fuel Bonus: At 8 mpg, Brian earns two cents per mile each quarter; this is about \$775 in his pocket every three months.

FAST FACTS

8.38mpg

Brian Davis in truck 6017 averaged 8.38 mpg for the entire 2nd quarter. Follow his tips to improve your mpg!

\$775/quarter

Brian earns about \$775 quarterly as a fuel bonus for running 8 mpg!

Driver Spotlight

by Christie Moe



Jim has been with GPT since 2010. He is the definition of a team player. His amazing teamwork is the reason he made our Driver Spotlight for quarter 2!

At GPT, we value our drivers and appreciate what they do to help foster our team atmosphere. Our individual performance is an important aspect of what we do, but our team performance is what makes our company great.

Jim Stovall has been with Great Plains since 2010. He is a real asset to us as he is always a team player. There are many qualities that make someone a team player. Jim exhibits all these qualities.

He is reliable and can be counted on to make on time delivery and pickup. Reliability makes Jim a consistent top performer at GPT. Part of his key is constructive communication. He is clear, direct, honest, and respectful. He is an active listener. Jim makes the effort to understand and consider others' ideas and points of view.

Being a team player means that Jim is an active participant. He's engaged in what's going on and takes initiative. He also makes sure to inform his teammates. He is prompt

to call dispatch and communicate any issues or potential issues. He works with other drivers and dispatch to make each load a success.

Jim is committed to the GPT team. He takes a genuine interest in his team members. When he's at the yard, he offers to take others out to lunch or dinner. He also cares about the work we do. He is always pleasant and amiable with customers, shippers, and receivers because it reflects well on GPT as a whole.

An important part of being a team player is treating others in a respectful and supportive manner. Jim supports his team mates and treats everyone the way he wants to be treated.

Jim, we value your great attitude and dedication to our team. By being a team player, you help our company succeed. Thank you for all your hard work and congratulations on earning our Driver Spotlight!

NEW EQUIPMENT



Our trailers will now be using the Smart Truck system instead of the old aerodynamics. Aside from new reefers and APU's, GPT will also be putting bigger logos on our equipment!

Aerodynamics, Reefers, and APU's; Oh my!

by Casey Mittag

New Aerodynamics

Drivers don't have to worry about deploying the new aerodynamics. The new system is also not as susceptible to damage.



Thermo King Reefers & APU's

There are several advantages to the new Thermo King APU's and reefers. Reliability of the APU and streamlined repairs are among the top reasons GPT chose Thermo King.

FOR MORE INFORMATION

Our new equipment should provide a marked improvement over the old. For specific information on our new equipment not covered in GPT News, contact:

CASEY
casey@greatplaintransport.com

Recently, we decided to equip our trucks and trailers with Thermo King reefers and APU's. Several factors drove our switch, but the biggest reason was our need for a more reliable APU. There were several recurring issues with the Carrier APU's, causing excessive down time. We had good luck with the Carrier reefer units, but we can streamline repairs with Thermo King. A driver only needs to stop at one location for repairs to both the reefer and APU.

The service intervals on our current APU's are every 1,000 hours. The TK models only need service every 3,000 and use a 7,500 BTU fuel powered heater. This means more heat in the winter, and a quiet night's sleep as the unit does not need to run while heating. The stand-alone heater reduces idle time, and thus reduces hours on the unit. This extends the warranty package. Also, most Thermo King service locations only work on Thermo King's. The driver will not need to wait behind major engine repairs to have a minor APU or reefer issue resolved.

The service intervals are also greater on the C-600 reefers. 1,000 hours has been our standard, but the C-600 interval is 3,000. This will save us on services and down time. All TK models have an electronic fuel pump that eliminates the need for hand priming if run out of fuel. Go to the menu screen, scroll through the options and select the "prime system" option. Also with the electronic fuel pump, the service techs no longer need to install full fuel filters. They just use the same priming method the drivers can use in an

out-of-fuel event.

As for the new aerodynamic system, we believe it offers many advantages over the old system. There are fewer concerns with the Smart Truck system. The driver no longer needs to close or deploy the tails; the system is always ready to go. There is no need to worry about damage to the tails when backing to a customer's dock or while parked at trucks stops. Also, the doors will stay flush to the side of the trailer when open.

The Smart Truck system is composed of side fairings and an under tray. The side fairings, mounted at the rear of the trailer, redirect high-energy airflow. The under tray increases air flow through the axles, cooling the tires and brakes and increasing the life of all components. Last, the under trays do not show scrapes, unlike the side skirts. The under tray is designed to crumple in the event that a driver needs to back into a deep loading dock. This isolates any scrape marks to the leading edge of the under tray, hiding any imperfections.

Some argue that the skirt and tail systems are more fuel efficient, but since it's not always in use, it can't guarantee consistent savings. The Smart Truck system requires no extra work on the driver's part, and is always functioning. This makes it a more dependable system.

We have high expectations for our new equipment. We owe it to our customers and drivers to offer the best equipment in the industry. This mindset will continue to motivate our maintenance team for years to come.

Safety: Incentive Program

by Sara Edmondson

Beginning in April, we implemented a new Driver Safety Incentive Program. The goal is to reward drivers who provide the safest environment for themselves and others on the road while representing GPT.

At the end of each month Great Plains Transport will draw names, and those drivers will win the specified prize. Each month will have a different prize, increasing in value. For each month a driver remains in the pool, their name is entered 1 time. Example: If John is a safe driver in July and it is now August, his name is entered 2 times for the August monthly reward. If he continues to be safe in September, he'll have his name put in 3 times for the September drawing. Clean roadside inspections will also be rewarded. Qualifying drivers will have their name entered in an extra 1 time for each clean inspection.

Drivers will be disqualified for the rest of the program if they:

- Are involved in any preventable accident.
- Receive a preventable violation on the road (driver/vehicle inspection report violation, ticket, or warning).
- Have a major hours of service violation (over 1 hour in duration).
- Get written up for any reason.

Congratulations to all our Safe Driver winners! There are different prizes depending on the month. Please claim your prize with Sara or Christie when you come to the yard. Remember, we will add your name to the drawing again EACH month that you continue to be safe for a chance to win the next reward! Keep up the great work!



Program Winners April 2016: Timothy Barrett, Melvin Layton, David Short, Duane Childers

Program Winners May 2016: Burl Bachtenkircher, Bart Cameron, Don Malone, Ken Parmalee

Program Winners June 2016: Aaron Giertz, Michael Herman, Kelvin Whittingham, David Spoon

FOR MORE INFORMATION

Questions about the Driver Safety Incentive Program? You can contact:

SARA
sara@greatplainstransport.com

Introducing Kevin

by Christie Moe

As some of you know, in late April we added a new member to our office team. For those who haven't had the pleasure yet, meet Kevin! So, who is he and what does he do? In short, Kevin manages the Human Resources aspects of Great Plains Transport. He concentrates on Driver Recruitment and Retention, but wears many different hats.

When you refer other drivers, refer them to Kevin. He will review candidate applications and make decisions about hiring. We're still running our referral bonus program that we listed in our first edition of GPT News. So now would be a great time to tell your friends to call the office and ask for Kevin! Send as many drivers to us as possible and we will do the leg work to make sure they are a good fit for the company. You all do a great job of referring drivers already, and we thank you for that! Keep up the good work!

Kevin also functions as a driver liaison. You can contact him if you have concerns about miles or dispatch, or problems with personnel. He is a great listener and a pro

at helping find solutions, so please bring your concerns to him. He will do his best to get results. Kevin has a genuine interest in what's working, and what's not working out on the road.

Since starting here, Kevin has also taken on the responsibility of managing benefits. He can answer your questions, or help get you signed up for insurance. Working with our representative from Blue Cross Blue Shield, Kevin manages our benefits packages.

Kevin is also one of the main monitors for the GPT Facebook page. He works extra hard to respond as soon as he can to messages, and researches answers to questions.

Kevin's office is located at the end of the hall, nearest to the front door, in Dan's old office. You can now find Dan in the last office on the left, closest to the back of the building. You can email him at:

Kevin@greatplainstransport.com or reach him on his cell: 320-444-7686.



Kevin joined our team in April, 2016. He is our new recruiter, and also handles Human Resources.

Health and Wellness: Fitness on the Road

by Christie Moe and Colleen Ramsey

A lack of exercise is an issue for most OTR drivers, and can lead to serious health concerns. Obesity, heart disease, arthritis, blood clots, and diabetes are all preventable with regular exercise. However, finding time to exercise can be difficult, and going to a gym almost impossible.

With the help of some of our drivers, we've come up with a 20-minute routine that you can do anywhere, without equipment. Make sure that the area is clear and safe! Be sure to wear reflective, bright colored clothing if exercising in low light conditions! Be mindful of your surroundings and potential hazards.

You may want to use a timer on your phone to keep track of time for each exercise. To start the exercise routine, always remember to take a couple of minutes to stretch, to prevent injury. After stretching, start with either a jog or run. Try to maintain a consistent pace as you jog for about 10 minutes straight. To keep your heart rate up, try not to stop or change pace while jogging.

Next, do as many squats as you can in 2 minutes, while maintaining good form. For a proper squat, stand with your feet just wider than your hips. Point your toes outward a little. Look straight ahead and put your arms straight out in front of you. Keep your spine in a neutral position; don't round your back or over accentuate the natural arch of your back. Your weight should be on the heels and the balls of your feet. Now, breathe in, bend at your hip and push your butt back. Keep your spine neutral, your chest out and shoulders up. Squat down until your hip joint is lower than your knees. Keeping everything tight, breathe out and drive through your heels as you move up.

After the squats, do 2 minutes of high knees. Stand straight with your feet hip width apart, looking straight ahead, and arms down by your side. While jogging in place, lift your legs up higher than normal, bringing your knee as close to hip height as possible. Your arms should follow the motion. Touch the ground with the balls of your feet.

Following the high knees, do 2 minutes of lunges. Keep your upper body straight, with your shoulders back and chin up (pick a point

to stare at in front of you so you don't keep looking down). Make sure to engage your core. Step forward with one leg, lowering your hips until both knees are bent at about a 90-degree angle. Your lowered knee should not touch the ground. Rise back into a standing position and repeat, stepping forward with the opposite leg.

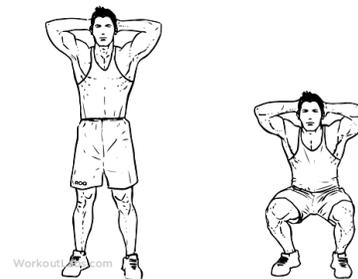
Once you've completed the lunges, follow up with 2 minutes of butt-kickers. For this exercise, stand with your legs shoulder-width apart. Your arms should be bent at your sides. Flex the right knee and kick your right heel up toward your glutes. Bring the right foot back down. As the right leg comes down, flex your left knee and kick your left foot up toward your glutes. Repeat in rapid succession.

Finish the exercise routine with 2 minutes of jumping jacks. Stand with your feet together and your hands down by your side. In one motion jump your feet out to the side and raise your arms above your head. Immediately reverse that motion by jumping back to the starting position.

You can adjust this routine to fit your needs. If need be, just start out with jogging around your truck. About 42 laps around your truck and trailer make up a mile. As you progress, you can add extra distance or time to your run and each of the 5 exercises in this article. Switch up the exercises every now and then for better weight loss results. This routine is a great way to get your heart pumping and burn calories, but you can also find other exercises online that are just as beneficial. There are even virtual run/walk contests.

Cardio exercise has many health benefits. It helps increase the strength of your heart and lungs, lower blood pressure, and increase good HDL cholesterol. It can also reduce levels of bad LDL cholesterol and the risk of osteoporosis. To get the best results, you need a consistent 20 minutes or more of an elevated pulse. It's important to realize though that something is better than nothing. Even 5 minutes or 10 minutes is better than sitting still!

PROPER FORM



WorkoutLabs.com

Squats, 2 minutes: bend at your hip and push your butt back, squat down until your hip joint is lower than your knees, and drive through your heels as you move up.



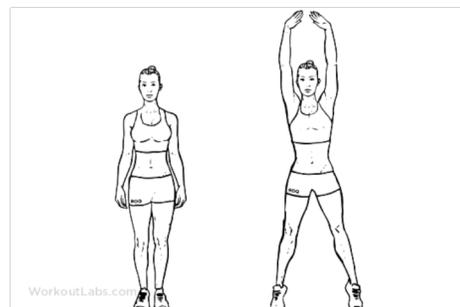
WorkoutLabs.com

High knees, 2 minutes: Stand with feet hip width apart, jogging in place, lift your legs up higher.



WorkoutLabs.com

Lunges, 2 minutes: step forward with one leg, lowering your hips until both knees are bent at about a 90-degree angle. Rise back into a standing position.



WorkoutLabs.com

Jumping jacks, 2 minutes: stand with your feet together and your hands by your side. Jump your feet out to the side and raise your arms above your head. Jump back to the starting position.

GPT News Driving Performance

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