



Benchmarking TC-01

CHAIRMAN:	Mike O'Dore, DTS
VICE CHAIRMAN:	David/Dennis Freymiller, D&M Carriers
FINANCIAL ADVOCATE:	Nicky Morrison, Prime, Inc.
TCA STAFF LIAISONS:	Sean Townsend
MODERATOR:	Jack Porter

AGENDA:

DATE AND TIME: July 10th, 2017
July 11th, 2017
PLACE: **Terranea**
Pointe Vicente, CA

Monday, July 10th

- I. 7:30AM Breakfast at Meeting Room**
- II. Call to Order at 8AM**
 - Opening Comments from the Chairman
 - Review the Agenda & Housekeeping
 - Anti-Trust Review
 - Roundtable Introductions
- III. "Hot Topics"- Each Carrier address the following Questions:**
 1. One of the trends is Fuels Impact on Pricing with today's cost and Tractor Efficiencies. Darrel @ Prime will present some thoughts on the Math w/Low Cost and higher MPG Trucks?
 2. Expectations for the rate environment without getting into specifics?
 3. Trends with Current Business Demands and Capacity Challenges?
 4. What are you seeing in driver pipeline? Expectations for driver pay in the next 12 months?
- IV. FSMA "Hot Topics" Discussion:**
 1. What processes have you implemented to ensure you are compliant with the regulations? What have you had to change to comply? Anything?
 2. What are you seeing in Contracts and if you didn't receive a contract addendum but received "new instructions" are they contractually enforceable?
 3. Who monitors compliance and review of Process inside your Company? Outsourced?
- V. Break at 10:00AM**
- VI. Special Meeting Composite Review:**
 - We will spend time reviewing the whole composite and the comparable data between the individual Carriers. Please review the **MARCH COMPOSITE**.

VII. Maintenance Survey Review: Survey Due by June 30th.

- We will review all the Results
- Compare Carrier to Carrier
- We will have Top Performing Carriers bring some of their Practices to Discuss.

VIII. Lunch at Noon

IX. Equipment Discussion:

- Emissions, electric connection, solar, fuel cells, and how does this apply to future weights and pricing considerations?
- What are you doing in your truck/trailer spec to maximize the payload weight?
- Solar panels on reefers/battery life?
- After-treatment issues...Are the OEM maintenance guidelines adequate?
- Best Practices to control idle, other than an APU. (APU Cost Controlling Practices?)
- Aerodynamic equipment, what are you doing with all aero products, what are you seeing in maintenance costs, what is working what is not working. Tractor and Trailer.
- Cameras or "event recorders": Do you have or are you testing and what are the results? What are the latest upgrades and applications?
- Adaptive or GPS cruise: Features and benefits?
- Have any companies that ran wide base tires switched back to Newest Low Rolling Resistance Dual Drive tires, and if so, what did you see in change in the fuel economy?
- Equipment cycles on reefers?
- Depreciable methods for equipment (tractors, trailers, reefer units, etc)?

X. BREAK @ 3PM

XI. Maintenance & Equipment Monitoring: Telematics that works:

- Reefer telematics: what works, what have you discovered?
- New Products and Procedures to reduce Claims, and capture unauthorized uses?
- Technology being used to gather box temps in multiple locations that will combat customer request of probing of product? Has anybody experimented with any new technologies that can be in the trailer floor/wall or roof to provide such data?
- Other Challenges where Reefer remote Telematics made a procedure change with Customer Trailer Pool Requirements?

XII. Vendor Presentation:

- Carrier or Thermo King presentation related to technology and willing to share what they envision the future holds in regard to future technologies.

XIII. Adjourn & Group Dinner @ 6:00 PM

Tuesday, July 11th

XIV. Meeting Room open for Light Breakfast

XV. 8AM ADMINISTRATION:

- Old Business
- New Business & Membership
- Meetings:
 - **November 6th & 7th - WEL; Green Bay**
 - **TCA Convention**

XVI. Best Idea Session:

- Identify your Best Practice you have implemented in the world of Maintenance that has either Reduced Costs, Enhanced your Driver's Experience, or Increased Technician Efficiency & Productivity (including Compensation ideas).
- Forward me and Eddie Wayland an Electronic version of your presentation BEFORE THE MEETING!
- Each Carrier will put \$40 in the Pool; after all presentations, we will vote for the top 2 Presenters, and they will split the pool 60/40. Good Luck!

XVII. Break at 10:00am

XVIII. Preventive Maintenance:

- How do you review and update your Preventive Maintenance schedules with respect to New Equipment Parameters, Recalls, and Network channels?
- Has anyone implemented predictive metrics based off downtime, and set Goals against CPM or % of Revenue?
- Models and engines, what combination of truck/engine/transmission are the lowest cost to maintain
- We will review the Survey for Best OE Truck combination for Fuel Economy.

XIX. Equipment Downtime Management and Cost Containment:

- How do you Track, Review, and Communicate to Operations?
- Outside Repairs solutions to poor root cause analysis and tactics to expedite diagnosis.
- How do you handle unscheduled maintenance both on and off the yards? With shippers and receivers penalizing heavily both early and late deliveries, how do your maintenance professionals get ahead of this monster?
- How is everyone's after-hours coverage setup?
- Has anyone explored providing Road Breakdown services for another smaller carrier? If so, how did you price the service?

XX. Adjourn: Safe Travels Home & Thank You for Your Business!