

TC05 Meeting Survey	Carrier Name>	Mast	Dutch	Raider	Erb	Kottke	Moyle	Kool Pak	Kurtz	Halvor	Stewart	Classic	GIE
1	What is your Forecasted 2017 Revenue Increase %?	10%	13%	6%	2%	3%	11%	-3%	3%	24%	12%	3%	5%
2	What Lane Analysis Tools do you Use?	trac mvmt report	Wizard, now only	In House	Wizard	TCG/Truck Wiz	McLeod	Internal	In house Excell	Wizard & Int.	TMW Custom	TruCosting	Wizard
3	What % of your Business is Garnered from Brokers?	10%	12%	2%	3%	12%	13%	8%	30%	14%	10%	18%	20%
4	Total Number of Operations people (Include Ops Manager, Dispatchers, Planners, CSR's, Appt people)	15	10	14	42	13	7	18	11	21	12	11	12
5	Total Number of Drivers	125	133	240	230	164	68	110	68	413	83	123	147
6	Drivers / Operations Person	8.3	13.3	17.1	5.5	12.6	9.7	6.1	6.2	19.7	6.92	11.18	12.25
7	Percentage of Unseated Trucks?	5%	4%	5%	5%	4%	7%	8%	5%	1%	3%	7%	5%
8	Current Length of Haul	473	480	750	751	868	231	360	1920	675	705	575	842.9
9	Percentage of AR 0-30 Days	97%	76%	86%	63%	91%	82%	81%	73%	76%	86%	91%	85%
10	Days Sales Outstanding	25.7	39.0	34.7	37.8	32.5	24.0	37.0	39.2	36.3	34.0	34.1	30.5
11	Current Fleet MPG	6.5	7.3	8.5	6.6	7.1	6.9	6.7	7.1	7.5	7.0	6.8	6.9
12	Average age of Your Tractor Fleet	5.0	3.0	17.0	3.6	3.2	7.0	1.0	2.0	1.5	1.7	3.0	2.3
13	Percentage of Trailers w/Trailer Tracking	50%	50%	100%	100%	90%	2%	69%	34%	76%	0%	60%	100%