

The logo consists of the letters 'PTL' in a stylized, bold, white font with a blue outline. The letters are set against a red rectangular background. The 'P' and 'L' have a unique, blocky design with rounded corners and a blue outline. The 'T' is also blocky and outlined in blue. The entire logo is contained within a blue-bordered rounded rectangle.

**PTL**

**PASCHALL TRUCK LINES, INC.**

***100% Employee-Owned***

# PASCHALL TRUCK LINES, INC.

## Pass Smart Program

- Utilize parameters found in all engine manufacturers ECMs to add speed to the tractor based on our specifications or needs.
- Added speed is above and beyond the set speeds for cruise and pedal.
- Purpose is to give the driver extra speed for passing situations and to potentially help get them out of unsafe situations.
- Improve driver job satisfaction
- Eliminate highway congestion
- Minimize MPG impact from congestion
- Improve overall highway safety

# **PASCHALL TRUCK LINES, INC.**

## **Basic Speed Setting**

- 62 mph using the pedal**
- 65 mph using cruise**

# PASCHALL TRUCK LINES, INC.

## Pass Smart Setting

- Add 8mph for speeds up to 70mph using the pedal
- 30 minutes of active Pass Smart time in 12 hour period
- 30 minutes does not have to be used at once. Drop below the cruise max speed of 65mph to deactivate then bump back up to max cruise at 65mph if desired

**Example:** If a driver activates Pass Smart and uses it for 5 minutes to get beyond a situation they are uncomfortable with, they can deactivate it and still have 25 minutes left for the remaining driving hours that day.

# **PASCHALL TRUCK LINES, INC.**

## **Pass Smart Results**

- **Improved driver satisfaction**
- **Negligible loss in MPG, if any**
- **No uptick in accidents at highway speeds**

# PASCHALL TRUCK LINES, INC.

## Fleet MPG Analysis

Began PassSmart Install 6/1/2016  
44% complete install on 7/1/2016  
83% complete install on 8/1/2016  
93% complete install on 9/1/2016  
97% complete install on 10/1/2016

	<u>2016</u>	<u>2017</u>
Jan	6.52	6.67
Feb	6.66	6.88
Mar	6.92	6.87
Apr	6.99	7.01
May	7.06	7.03
Jun	7.07	7.05
Jul	7.00	6.99
Aug	6.98	7.00
Sep	7.04	7.03
Oct	7.06	
Nov	6.98	
Dec	6.70	

# PASCHALL TRUCK LINES, INC.

## Bumper Guards



# PASCHALL TRUCK LINES, INC.

## Bumper Guards

### Analysis of Expectations

- 2016 spend on front end repair - \$822,443.00
- 2016 average cost per truck for front end repair - \$865.73

Time to spend money to save money



# **PASCHALL TRUCK LINES, INC.**

## **Bumper Guards**

### **Program Expectations**

- **Decrease cost for front end damages**
- **Offset expected addition of cost for adding collision mitigation and LED headlights**
- **Collision mitigation radar \$3000 plus labor**
- **LED headlights \$650 plus labor**
- **Potential extra cost from front end impact \$4300**

# PASCHALL TRUCK LINES, INC.

## Bumper Guards

Results after 3 months

	3 Month Spend per Truck	Projected Annual Spend per truck
Without Bumper Guard	\$154.99	\$619.96
With Bumper Guard	\$13.16	\$52.64