

Thermo King Tri Pac / APU

National Average = 6% Idle Time
Hill Brothers Target = 6% Idle Time

Date _____

Reasoning behind A P U 's

Running a Tri Pac unit uses .20 gals per hour
Running a Tractor Motor uses 1.6 gals per hour.

Ultimately fuel savings. With the price of fuel not expected to come back down in the near future, the trucking companies have to make do with the technology that exists and is available to us. Hill Brothers has chosen to purchase Tri Pac units to help reduce our fuel expense costs. Independent studies throughout the industry have been done on many different types of A P U 's. The studies are left up to each fleet to determine which application would work best for them.

Pete Hill Jr. and John Dickerson have a lot of time invested into which APU to use here at Hill Brothers and to why they are needed. They have found that Thermo King makes a very reliable model that can be serviced at any Thermo King Dealer in the country. The parts are readily available with minimal down time. Our Service Agreement with Thermo King Corp. allows Hill Brothers to get repairs made in a timely manner day and or night at any Thermo King Dealer Nationwide. All of this combined has allowed Hill Brothers to be able to limit our overall idle time to a more acceptable level. We currently have a vast majority of drivers through out the fleet that are well below our target area of 6%, and most of those are well below 6%. Hill Brothers Maintenance Dept has made great strides with drivers that just were idling out of habit. After bringing their habits to their attention and showing them the results and costs associated with idling versus using the Tri Pac unit, they too have a greater appreciation for using the APU. Some of these guys have gone above and beyond and now have the lowest percentage times in the fleet with less then 2% idle time.

It has been brought to our attention that the idle time has exceeded Hill Brothers goal of 12%. Corrective measurements need to be made as soon as possible so we can bring this idle time down to a more acceptable level. Corrective measures include communicating (Macro 16) with the Maintenance Department as soon as a problem is noticed so we can make arrangements to get the Tri Pac to an authorized Thermo King Dealer for repairs as soon as Operations and the Maintenance Dept determine that you have some time.

The purpose of this letter is to make sure that everyone is on the same page so we can help everyone meet the goal of 6% or less for idle time. Failure to comply to the company regulations will result in a loss of speed to make up for the difference what we are spending on fuel due to idling. 10 % to 15% idle time will result in a reduction of speed 2 MPH. 15% idle time or greater will result in a 4 MPH reduction and could be higher depending on severity. Everyone has the opportunity to earn back the MPH based on current idle percentages.

Driver's Signature _____

Operation Supervisor _____

Maintenance Dept _____