

THE DISPATCH

1ST QTR | 2009

YOUR QUARTERLY STOP FOR TRUCKING RELATED NEWS, INFORMATION AND SAVINGS.

INSIDE THIS ISSUE:

WHY AN APU IS RIGHT FOR YOU

Learn about the benefits of an APU and Thermo King's TriPac™ system [page 1]

THE LONG HAUL

See how TruckersB2B is helping fleets survive in this economy [page 2]

THRIVING WITH SOFTWARE

Learn how a fleet is thriving in tough conditions with Prophecy software [page 3]

TRUCK STOP SCANNING

Advantages of truck stop scanning with TRANSFLO Express [page 3]

IN THE NEWS...

:: FLEET ONE CARD NOW ACCEPTED

TruckersB2B is excited to announce that the Fleet One card is now accepted in the TruckersB2B Fuel Rebate Program. Members who use a Fleet One card for their over-the-road fueling can receive fuel rebates of up to \$.03 per gallon at Pilot and TA. For more information about our Fuel Rebate Program or Fleet One, call TruckersB2B today at 1.888.937.6334.

:: NEW OFFER FROM THERMO KING

TruckersB2B is excited to announce a new partnership with Thermo King to provide you with reliable and cost-effective solutions for your transport temperature control needs. TruckersB2B Members can now receive a \$250 rebate on each new Thermo King refrigeration unit and a \$200 rebate on each TriPac™ APU system purchased [see article to the right].

:: SPRINT DISCOUNT - UPDATED INFO

We have a new dedicated website and phone number for our Members to request the Sprint/Nextel discount, activate new lines of service, request upgrades and more. TruckersB2B Members are eligible for an 18% discount on Sprint/Nextel wireless service plans, as well as exclusive savings on phones, accessories and upgrades. Shop online today at www.truckersb2b.sprintshops.com or call 1.800.431.2405. Remember, existing customers are also eligible. For more information, call TruckersB2B today at 1.888.937.6334.



Why an APU is Right For You - And Why Thermo King's TriPac™ is the Right APU

» BY TOM KAMPF, APU PRODUCT MANAGER, THERMO KING

Is purchasing an APU (Auxiliary Power Unit), like Thermo King's TriPac Hybrid Auxiliary Idle Reduction and Temperature Management System, the right move for you? This is a question many in the trucking industry are asking themselves these days, and there are some compelling reasons why it makes sense to make the investment.

Why should you purchase an APU?

With the high cost of fuel, fleets and owner-operators can no longer afford to run their engines to heat, cool and provide power to cabs or to keep the engine block warm. Long-haul trucks waste millions of gallons of fuel each year while idling, and the high cost of fuel makes this a money-losing proposition for any company, large or small.

Besides wasting expensive fuel, idling also increases the amount of wear-and-tear on engines and the frequency and cost of maintenance and repairs. Why shorten the life of your engine and absorb these costs while your load is going nowhere?

Another emerging concern is the growing number of states and municipalities that are enacting anti-idling laws and restrictions. Eleven states and the District of Columbia have statewide idling laws, ten others have regional and/or municipal regulations in

place and new laws are being added with increasing frequency. Enforcement is also becoming stricter, resulting in increased fines for those who violate these laws.

Driver comfort is another reason to consider purchasing an APU. Providing reliable, quiet sleeper compartment air conditioning, heat and electric power makes drivers more productive, more comfortable and reduces driver turnover.

Why Thermo King's TriPac is the right choice.

TriPac offers industry-leading performance while lowering your overall cost of operation, making it the clear choice among APU systems. TriPac provides cost savings by reducing unnecessary fuel consumption; extending truck engine maintenance intervals and reducing wear on the truck engine. TriPac also allows you to comply with anti-idle laws while the driver rests in comfort. Plus, Thermo King backs its equipment and customers with a highly trained, worldwide service organization.

TriPac is differentiated by the unique use of a fuel-fired



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Committed to our Members for the Long Haul

It's no secret that trucking companies are struggling to survive in these tough economic times, and that struggle is even more apparent for small fleets. Fleets are facing an extremely tough freight environment and that, coupled with tight credit, has forced many fleets out of business. More than 2,000 trucking companies, each with at least five trucks, went out of business in the first six months of last year, the most recent period for which data was available from the American Trucking Associations. With the surge of trucking failures, how can you be sure you are one of the fortunate ones who make it to the other side of this economic downturn?

One way smaller fleets have battled the current economic recession is by taking advantage of their membership with TruckersB2B. A growing number of fleets have turned to our rebate and discount programs to help offset their costs and maximize their rebates. In 2008, TruckersB2B Members earned over \$3.75 Million in rebates alone; that doesn't even factor in the savings they received from our direct discount programs, like the 18% Sprint discount which saved Members another ~\$1.75 Million in 2008.

Cash is King.

In order to offset some of the additional expenses fleets faced over the past year, TruckersB2B and our vendor partners joined forces to provide incremental savings. For example, during the last 2 months of the year, fleets who purchased Dunlop medium and heavy duty truck tires could earn a \$20 rebate per tire, which was more than double the normal rebate. Fleets such as Oates Trucking out of Paradise, TX, joined TruckersB2B to take advantage of the rebate. "We used to buy some Japanese brand of tires, then tried Kelly's for about a year, and finally tried the Dunlops since they were a better quality tire. We've been real happy with the performance of the tires, and having earned over \$800 so far back in rebates from B2B has made our decision even easier," states Reggie McWilliams, who manages Oates' maintenance department.

Record High Fuel Prices.

When fuel prices began to skyrocket, our fuel vendors stepped up to the plate to help our Members. Pilot Travel Centers LLC offered a \$.05 per gallon rebate to fleets who limited their fuel

network to over 300 Pilot locations and up to 20 stops of their choice. For some fleets, this equated to a 120% increase in their monthly fuel rebate.

For example, JT Express out of Washington, IN, locked down their Fleet One cards to the Pilot network and a few local stops, and averaged 96% of their total gallons at Pilot, which resulted in a per truck rebate of \$40 a month. Dennis Breeden, President of the 30-truck fleet, had this to say about the lockdown program, "When we first announced to our drivers that we were restricting our fuel cards to Pilot, we had a few drivers who thought it would cause problems finding a Pilot to fuel at. However, since July that has been a non-issue. Pilot has such a large number of truckstops that all the driver has to do is plan ahead for his next fuel stop, something most drivers do already. Our rebates have increased by a significant amount, which helps us stay in business during these trying times. TruckersB2B was very helpful getting us started on this program. Our thanks to the group at TruckersB2B and Pilot."



JT Express has earned over \$32,000 in rebates from TruckersB2B since joining in April 2005

Last summer, TravelCenters of America also offered fleets who fueled more than 25% of their monthly gallons at TA locations a \$.05 per gallon rebate. Crawford Auto Transport out of Sterling, NY, saw their monthly rebate check more than triple as a result of it. "Going from a 3 cent per gallon rebate to 5 certainly helped motivate us to get our trucks fueling more at TA", states Shelly Crawford.

Size Doesn't Matter.

In addition to the normal TruckersB2B tire rebate program, which processes over 20,000 tires a month and offers rebates of up to \$25 per tire, TruckersB2B also offers a national account tire program to fleets not currently purchasing Michelin or Goodyear tires. The Gold Program provides smaller fleets with the benefits of a national account. Members can purchase Goodyear and Dunlop tires at a national account price, but without the typical minimum

purchasing requirements. Gold Members still purchase tires and service from their local or over-the-road authorized Goodyear dealer, but TruckersB2B bills the fleet at the Member's pre-negotiated price.

Fleets who qualify for the Gold Program enjoy the ability to pay the same price for their tires whether they need some for a truck in their hometown or one that is broke down halfway across the country. Furthermore, they pay the same price whether they are buying one tire or 50. Randy Boelk, President of R.H. Boelk out of Mendota, IL, who runs approximately 35 trucks, started using the Gold Program one year ago and says, "Since we're not a very large company, and don't have the purchasing power the larger fleets have, the Gold Program gives me peace of mind that our pricing will stay the same all year."

By the Numbers.

TruckersB2B currently has over 20,000 fleets, representing over 448,000 trucks. Members are earning an average of \$136 per month, which equates to over \$1,600 a year. That's pure gravy...money straight to our Members' bottom line. What is even better is that Members continue to buy and receive service from their local dealers, and they continue to negotiate their best prices. We simply reward our Members for purchasing products/services from vendors within our network.

Our network of vendors continues to grow, giving Members even more savings opportunities. In just the past few months, we have added savings on refrigeration and APU units from Thermo King and truck stop scanning with Pegasus TRANSFLO Express®. Add that to our current list of vendors, such as Pilot, TA, Goodyear, Michelin, International, Sprint, etc., and you've got a pretty powerful network.

While we have seen many Members turn to our savings programs for help, we also have several Members who have not taken advantage of their membership. In an environment like this, who can afford to just leave money on the table? We remain committed to our Members, and if our Members commit to their savings, they can be one step closer to ensuring they stick around, now and for the long haul. To learn how TruckersB2B can help you, call 1.888.937.6334.

Thriving in Tough Conditions with Powerful Software from Prophecy

Nine-year TruckersB2B member Horizon Freight Lines, Inc. was founded in 1937 by Indiana native Ezra Satter. Then a one-man, one-truck operation, it served areas of southern Indiana hauling general commodities and providing household moving services. This once tiny business has since grown to a full service short and long haul transportation company with core business in the transport of automobile assembly line components. The company still loyally serves its local community as well as the Midwest, Southwest, and Southeast United States, with service to Canada and Mexico.

Though highly successful throughout the decades since its founding, Horizon's time-tested but increasingly outdated organizational methods resulted in bottlenecks in its office operations, exacerbated by the company's strong growth. "We quickly began to outgrow our manual processes," said Mike Satter, Ezra's grandson and third-generation owner of Horizon Freight Lines. "We were using spreadsheets, whiteboards, and a standalone accounting system, and it was tough to manage our growing fleet and customer base."

With colleague Nancy Johnson, Satter searched for a new system to handle the daily dispatching and other duties. After reviewing several software products they learned of Prophecy's DispatchSeries solution through TruckersB2B resources. Satter and Johnson viewed demonstrations from several software providers and were impressed with the level of functionality Prophecy offered. "The decision to go with Prophecy was already easy considering the tons of new capabilities it would give us. Couple that with its ease of use and affordability, and I was sure we had

a perfect fit." As an added benefit of Satter's TruckersB2B membership he would also receive an **additional 10 percent rebate** on his investment.

Satter worked closely with Kevin Pasternack, Prophecy National Sales Manager, to tailor a software suite to fit the exact needs of his company. He configured a package including Prophecy Dispatch with interface to the QuickBooks accounting system, as well as modules for fuel tax reporting, mileage & routing, driver management, fleet management, fuel card importing, and document imaging.

Satter then enrolled at the University of Prophecy for instruction on the software. He and staff members attended phone-based sessions held by expert Prophecy instructors, becoming fully versed in every aspect of the software in the comfort of their own office. With the necessary knowledge to get the most out of his software, Satter implemented Prophecy Dispatch and was off and running.

"Prophecy software has truly enhanced our productivity," said Satter. "With the easy to use built-in rating system we are now able to have one person manage the rating while our dispatchers focus on dispatching and customer service. And the once tedious task of locating POD's is now a breeze with the Document Imaging module."

After over 70 years in business, Horizon Freight Lines continues its trend of success and growth. It now employs 80 trucks and 110 personnel, and has opened an additional office in Laredo, Texas, to better serve its international community. "Even in the current economy we remain a strong company thanks to the added efficiency and capabilities of Prophecy DispatchSeries. We are focused on diversifying and have plans to grow outside of automotive in 2009. A lot of great things are happening for us."

Learn how Prophecy can help your fleet thrive! Email tb2b@mile.com or call 1.888.937.6334.

5

ADVANTAGES OF TRUCK STOP SCANNING

[with TRANSFLO Express®]

1. IMPROVE CASH FLOW

Bill the same day the load is delivered! No more waiting 2-5 days to bill your customers. With TRANSFLO Express, your documents are scanned at truck stops, and delivered in seconds to your corporate office for immediate processing, which speeds up your billing cycle.

2. AVOID PAYROLL HASSLES

With TRANSFLO Express, your driver never loses control of his or her original trip documents. The driver receives a printed confirmation once the documents have been scanned, and the fleet receives high quality document images. Drivers and fleets have proof they need to avoid disputes over paperwork.

3. REDUCE OPERATING COSTS

No envelopes for your corporate office staff to open. No docs to prep or scan. No time lost locating missing paperwork. Within seconds of being scanned at the truck stop, your trip documents arrive, ready for immediate processing. You'll improve productivity and reduce operating costs.

4. HAPPY CUSTOMERS

With TRANSFLO Express, you can provide customers with proof-of-delivery the same day the load is delivered.

5. INCREASE DRIVER RETENTION

TRANSFLO Express is easy to use and delivers trip documents in seconds - not days - and issues a printed confirmation to the driver that the paperwork has been received. Your drivers will have the peace of mind that comes from knowing they've beat payroll-related deadlines.

TRANSFLO Express is currently available at more than 500 truck stops across the United States, including all Pilot locations (over 350 stops). TruckersB2B Members are eligible for discounted rates! Call TruckersB2B today for more information at 1.888.937.6334.





SPEAK OUT....

We want to hear from you! Use this section to provide us with your comments and/or request more information. Just complete and fax to **1.888.855.9633**.

I'd like to see the following topic(s) discussed in an upcoming issue of THE DISPATCH:

I'd like our fleet to be featured in an upcoming issue of THE DISPATCH's Member Spotlight:

[CONTACT NAME] _____

[COMPANY NAME] _____

I'd like to see the following products/services added to the TruckersB2B lineup of savings.

I'd like to learn more about the following products/services featured in this newsletter:

[CONTACT INFO] _____

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heater and Thermo King's Cycle Sentry start/stop technology to achieve maximum fuel efficiency. In cool climates, the TriPac engine will only operate if battery charging or engine block heating is required. If not, only the fuel-fired heater will operate to warm the cab while consuming minimal fuel. When battery charging and block heat are necessary, TriPac can automatically start to address and satisfy the needs and then, shut down to save fuel. The result of this approach is a system that runs substantially less engine hours than competitive models, which saves fuel, reduces maintenance and extends engine life. The available tractor integration option allows the system to start up automatically when the truck engine is turned off, ensuring a charged truck battery and warm engine block when it comes time to restart the engine.

And, as an added benefit, TriPac now offers an industry-leading 1000-hour maintenance interval, allowing maintenance to be performed at the same time as maintenance on the tractor, saving time and eliminating additional downtime.

TriPac's programmable microprocessor and control board further enhance its efficiency and effectiveness while delivering a "user friendly" package. The programmable features allow the dealer to set control parameters and optimize the operation of the TriPac system for customers, such as adjusting the limits for battery charging.

See how TriPac can save you thousands of dollars a year - take the TriPac Challenge!

To show you how much TriPac can save you, Thermo King has created a payback calculator, which helps calculate potential savings when you install a TriPac. See how much TriPac can save you by consulting with your local Thermo King dealer today.

TruckersB2B Members can now receive a \$200 rebate on Thermo King TriPac™ APU systems. Rebates are also available on Thermo King refrigeration units. For more information, call TruckersB2B today at 1.888.937.6334.



THERMO KING

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TruckersB2B Members have already earned:

www.truckersb2b.com | 1.888.937.6334

Indianapolis, IN 46235
9503 E 33rd Street

