# BEST FICETS



# 2010 Final Results

 Driver compensation, pension, and benefits; professional development; driver and community support; safety record

 the Best Fleets to Drive For is identifying the gold standard when it comes to a driver's work environment.

Every carrier can benefit from what the program has to teach us.



Chris Burruss President, Truckload Carriers Association

Best Fleets to Drive For is produced in partnership with CarriersEdge



CarriersEdge is the leading provider of online driver quality improvement solutions. Comprised of online testing, training and reporting tools, along with expert business analysis and consulting services, CarriersEdge allows trucking companies to improve business performance by improving driver quality, and do so without the compromises required by traditional alternatives.

For more information about CarriersEdge, visit www.DriverQuality.com.

# **Best Fleets 2010**

Welcome to the 2010 edition of **Best Fleets to Drive For.** While the past year has been a tough one for the entire industry, this year's Best Fleets demonstrate that there are still plenty of interesting and innovative programs at fleets across North America. This was the second year for the program, and while some of last year's trends continued, a number of new trends emerged as well.

## How We Do It

To participate in the program, for-hire trucking companies with 10 trucks or more had to be nominated by one of their company drivers or owner-operators. One nomination was sufficient - multiple nominations did not improve a fleet's standing.

Once nominated, fleets participated in a corporate interview that collected information about their various driver programs, and a subset of their drivers were surveyed. The information from the interview and surveys, along with an evaluation of the overall success of the fleet programs, determined the winners.

## **New and Improved**

For this year's program, one significant change was made to the process - programs for company drivers and owner-operators were evaluated separately. While this year's winning fleets provide a range of effective programs for both classes of driver, they are fundamentally different career paths and the specific programs for each are necessarily different. Separating those categories allowed for a better apples-to-apples comparison among the different nominated fleets.

The awards for overall winners were also restructured to reflect this change. One outstanding fleet in each of two categories was selected - Best Fleet for Company Drivers and Best Fleet for Owner-Operators.

# The Top ... 17?

One of the most noticeable things about this year's list is that it's smaller than last year's. Last year there were 20 fleets that were named Best Fleets to Drive For. This year, only 17 made the list. The reason for that decision is simple - only 17 fleets demonstrated the quality of programs, driver satisfaction levels, and results required to make the list. It really was a tough year, and that was reflected in a lot of fleets. However, that makes these 17 fleets all the more impressive - in a year when their peers were cutting back anywhere and everywhere, these fleets continued to focus on providing the best possible work experience for their drivers and owner-operators. They are, truly, the Best Fleets to Drive For.

## Back-to-Back Winners

Notable among this year's Best Fleets are several that were winners last year, as well. Eight of the 2009 Best Fleets to Drive For returned to the list again, demonstrating that past successes can be repeated. Those fleets deserve special mention so here they are:

- Con-way Truckload
- Dart Transit Company
- Don Hummer Trucking
- Laidlaw Carriers Van
- Mackinnon Transport
- Melton Truck Lines
- Shulist Logistics
- Yanke Group of Companies



# **Results and Trends**

# **Still Growing**

This year's survey revealed that fleet sizes in general were down (anywhere from 10-25% among nominated fleets), but many of the winning fleets actually grew. Some of that growth came through acquisition, but much of it was organic. Many of the Best Fleets also took advantage of low interest rates and prices to invest in new equipment.

## **A Greener Future**

Fleets also continued to invest in environmental initiatives. Even though fuel prices have stabilized, fleets continue to focus on improving mileage and reducing carbon footprint. This focus on the environment manifested itself in two ways - fuel efficiency bonuses, and investments in green technology.

Fuel efficiency bonuses, noted last year as an emerging trend, were an unmistakeable best practice among this year's Best Fleets. Different fleets had their own distinct approaches, ranging from simple "split the savings" bonuses through benchmarking programs and all the way to detailed mileage targets based on type of engine and time of year. It's also noteworthy that some of the most comprehensive fuel efficiency bonus programs were at the smaller fleets, proving that you don't have to be big to have big ideas.

Fleets also demonstrated a continued interest in green technology. This is one trend that does favor the larger fleets, but several of the Best Fleets have moved beyond just adopting green technology and started working directly with manufacturers to help develop the technology.

# Split Down the Middle

One of the most interesting findings in this year's survey was a direct result of the one new question added to the corporate interview section of the program - "What is your policy regarding incab training or road testing with opposite gender participants?"

The question, suggested by Women In Trucking President Ellen Voie, generated one of two responses from evaluated fleets - either they had never considered the situation, or they had formal policies in place to address it. While those may seem like logical responses, this is the only openended question on the list that generated such a binary response. Very definitely an emerging issue and it will be interesting to see what kind of responses fleets provide next year.

# **Not Everything Grows**

Of course, even the Best Fleets had to deal with the effects of a lingering recession, and some things were cut as a result. The most common targets for cutbacks, after optimizing headcount, were pension contributions. Several fleets that previously had 401(k) or RSP matching programs reduced or eliminated their matching amounts. In some cases the programs were cut completely, but for the most part companies kept the programs running, just without the matching contributions.

Income was generally flat as well, with very few drivers or owner-operators seeing an increase over past years. However, while rates were holding steady (and in many cases declining), the Best Fleets demonstrated their leadership by keeping their teams informed and involved, ensuring that drivers and owner-ops understood the situation and had a chance to be part of the solution, rather than feeling that the company was squeezing them unfairly.



# **Winning Ways**

Big or small, this year's Best Fleets to Drive For demonstrate that there's no shortage of great ideas and innovative programs out there.

# **Featured Fleets**

#### **Kennesaw Transport**

Head office: Rydal, GA Total drivers/owner-ops: 225

At Kennesaw, driver loyalty is the name of the game. It starts at hiring, where new drivers get a starting pay based on the length of time they spent at their previous company, and continues continues with one of the most generous loyalty bonuses in the industry - a \$10,000 bonus on the 5th anniversary and every 5 years afterwards.

But there's more than just cash available for those willing to stick around and contribute to the bottom line - Kennesaw is an employee-owned company, with an esop that vests fully after 7 years.

And while they're waiting for that stock to vest, Kennesaw ensures everyone contributes by incorporating training attendance, vehicle condition and other criteria into the safety bonus, benchmarking fuel performance and idle time, and communicating everything through quarterly audio CDs and reports.

#### **Boyd Bros. Trucking**

Head office: Clayton, AL Total drivers/owner-ops: 627

In the tradition of great companies in any industry, Boyd Bros. Trucking demonstrates that a balanced approach can lead to solid, consistent results across the entire work experience. They've invested in a simulator to help improve safety, developed a mentoring program tied to usage of that simulator, and setup a benchmarking program to track and manage driver performance on the road. Their fuel efficiency bonus program has mileage targets specific to each vehicle type, and quarterly adjustments to match changes in the season.

In addition to safety and bonus programs, they've also developed a structured performance review system that ensures new hires ramp up smoothly, use a driver advisory board to guide company policy, and offer a variety of educational and career development opportunities.

Rounding that out is a formal wellness program and company chaplin who's also a certified financial planner. With strong safety, retention and driver satisfaction scores, those efforts are obviously paying off.

#### Dart Transit Company Head office: Eagan, MN

Total drivers/owner-ops: 2448

Driven completely by independent contractors, Dart recognizes that its future depends on their success - it's committed to helping those contractors do the right thing, and do it profitably. Dart has arranged a large selection of insurance options for owner-ops, and used its size to arrange attractive group discounts. Extending that approach to fuel, parts, and maintenance discounts, Dart contractors have a much easier time keeping costs down and profits up.

Of course, contractors need to understand the importance of those fundamentals to truly appreciate the value. Dart helps them there as well with Keys to Profitability and Success, a series of workshops that teach the business side of trucking.

Dart's commitment extends to environmental issues as well, with a patented trailer design that allows each truck to haul 10% more by weight, improving fleet fuel efficiency and reducing overall carbon footprint.



# **Winning Ways**

#### **Schneider National**

Head office: Green Bay, WI Total drivers/owner-ops: 11892

The largest fleet on this year's list, Schneider demonstrates that sometimes bigger really is better, with a variety of innovative and effective programs for both company drivers and owner-operators.

While company drivers have a solid benefits and 401(k) program, owner-operators get equal assistance through SFI, Schneider's finance arm, which helps in various places where funding assistance may be required.

Assistance comes in other ways, as well. In addition to its industry-leading implementation of safety technology, Schneider also maintains a network of uniformed "training engineers" (roving mentors) to help drivers with more specific issues on the road. That may be regulatory or procedural questions, challenges with particular customer locations, or general difficulties of life on the road - anything that drivers need is fair game. While the program provides a valuable service on the road, it also provides a solid career path option that doesn't require drivers to come off the road.

#### **Bison Transport**

Head office: Winnipeg, MB Total drivers/owner-ops: 1065

While it's a fixture at the top of safety contests, Bison also leads the way with efficient, innovative driver programs as well.

Taking full advantage of technology, Bison's corporate intranet lets drivers view settlement information, participate in training, get regular updates on company activities, and communicate directly with any department. Drivers' family members can get involved as well, using the system to track locations through satellite positions.

That organization and efficiency is also evident in its new hire process. Bison's ramp-up process includes 30- and 60-day reviews with Operations, and a 45-day review with Safety, ensuring new recruits have all the tools they need to be safe and productive.

Noting that drivers have different requirements at different stages in their lives, Bison offers a range of different employment levels and job classifications. Drivers can choose the type and amount of work that suits them, shifting through part-time, full-time, regional, long haul, etc. as their personal needs change.

# Hot Ideas

#### Yanke Group of Companies

Head office: Saskatoon, SK Total drivers/owner-ops: 450

Company-wide Be The One accident prevention program moves beyond regular safety training to focus on attitude and behavior.

#### **Don Hummer Trucking**

Head office: Oxford, Iowa Total drivers/owner-ops: 159

Quilting program, started by drivers, helps fill idle time and provides contributions for charities and raffles.

#### **Melton Truck Lines**

Head office: Tulsa, Oklahoma Total drivers/owner-ops: 1000

Concierge service helps drivers and their families with errands and other odd jobs.

#### **Cal-Ark Transport**

Head office: Mabelvale, AR Total drivers/owner-ops: 325

Walking track makes it easy for drivers and owner-ops to stretch their legs while at the terminal.



# **Winning Ways**

#### **Mackinnon Transport**

Head office: Guelph, Ontario Total drivers/owner-ops: 245

Recognizing that retention is a company-wide issue, every department has annual objectives that include improving retention rates.

#### **Brian Kurtz Trucking**

Head office: Breslau, ON Total drivers/owner-ops: 75

Regular weekly meetings with new hires for the first 3 months, ensuring smooth ramp-up and quick issue resolution.

#### **Central Hauling**

Head office: Little Rock, AR Total drivers/owner-ops: 281

Online training, lane change warning systems, virtual HOS and free wi-fi in the yard demonstrate that technology isn't just for the big fleets.

#### **Con-way Truckload**

Head office: Joplin, Missouri Total drivers/owner-ops: 3403

Contribution Committee meets monthly to organize and manage the regular, and often overlapping contribution requests.

#### **Laidlaw Carriers Van**

Head office: Guelph, Ontario Total drivers/owner-ops: 270

Meets with new drivers 14, 40, and 80 days after hire to ensure everything is working out for both parties.

#### **Shulist Logistics**

Head office: King City, Ontario Total drivers/owner-ops: 25

Reimburses drivers for additional medical expenses.

#### **MSM Transportation**

Head office: Brampton, ON Total drivers/owner-ops: 50

Fuel efficiency bonus splits the savings with drivers, providing a direct link between economy and cash payouts.

#### **Coastline Transport**

Head office: Fowler, CA Total drivers/owner-ops: 30

Regular luncheons, organized by drivers, ensure that everyone gets social activity, even if they don't make it back to the terminal very often.

### **Survey Results**

The results listed on the following pages represent information provided through the Corporate Interview portion of the survey. Responses have been compiled and summarized as outlined in the legend on pages 12-13.

For more information about survey results, interview process, or evalution methodology, visit www.BestFleetsToDriveFor.com.



| Name                        | Head Office       | Total drivers<br>(Co + 0-0) | Avg Income - Co | Avg Miles - Co | Avg Gross - 0-0 | Avg Miles - 0-0 | Salary Range | Bonus /<br>Incentive Pay |
|-----------------------------|-------------------|-----------------------------|-----------------|----------------|-----------------|-----------------|--------------|--------------------------|
|                             |                   |                             |                 |                |                 | Compen          | sation       |                          |
| Bison Transport             | Winnipeg<br>MB    | 1065                        | \$43,043 •      | 86,736         | \$197,538 •     | 139,331         | Ν            | * Notes                  |
| Boyd Bros. Trucking         | Clayton<br>AL     | 627                         | \$48,000 •      | 105,000        | \$140,000 •     | 112,000         | Y            | * Notes                  |
| Brian Kurtz Trucking        | Breslau<br>ON     | 75                          | \$74,000 •      | 120,000        | \$170,000 •     | 120,000         | Ν            | * Notes                  |
| Cal-Ark Transport           | Mabelvale<br>AR   | 325                         | \$47,500 •      | 135,500        | n/a             | n/a             | Ν            | * Notes                  |
| Central Hauling             | Little Rock<br>AR | 281                         | n/a             | n/a            | \$130,000 •     | 140,000         | Ν            | * Notes                  |
| Coastline Transport         | Fowler<br>CA      | 30                          | \$55,000 •      | 137,500        | \$250,000 •     | 155,000         | Ν            | * Notes                  |
| Con-way Truckload           | Joplin<br>MO      | 3403                        | \$50,323 •      | 120,000        | \$191,728 •     | 120,000         | Y<br>Exp     | * Notes                  |
| Dart Transit Company        | Eagan<br>MN       | 2448                        | n/a             | n/a            | \$125,000 •     | 117,500         | Ν            | * Notes                  |
| Don Hummer Trucking         | Oxford<br>IA      | 159                         | \$42,260 •      | 108,360        | \$125,000 •     | 110,000         | Ν            | * Notes                  |
| Kennesaw Transport          | Rydal<br>GA       | 225                         | \$55,000 •      | 156,000        | n/a             | n/a             | Y            | * Notes                  |
| Laidlaw Carriers Van        | Guelph<br>ON      | 270                         | \$48,000 •      | 12,000         | \$175,000 •     | 130,000         | Ν            | * Notes                  |
| Mackinnon Transport         | Guelph<br>ON      | 340                         | \$63,000 •      | 110,000        | \$150,000 •     | 129,000         | Y<br>Exp     | * Notes                  |
| Melton Trucklines           | Tulsa<br>OK       | 1000                        | \$50,000 •      | 115,000        | \$114,000 •     | 115,000         | Y<br>Exp     | * Notes                  |
| MSM Transportation          | Brampton<br>ON    | 50                          | \$75,000 •      | 140,000        | \$170,000 •     | 150,000         | Ν            | * Notes                  |
| Schneider National          | Green Bay<br>WI   | 11892                       | \$48,000 •      | 103,000        | \$127,500 •     | 109,000         | Y            | * Notes                  |
| Shulist Logistics           | King City<br>ON   | 25                          | \$50,000 •      | 100,000        | n/a             | n/a             | Y<br>Exp     | Ν                        |
| Yanke Group of<br>Companies | Saskatoon<br>SK   | 450                         | \$55,000 •      | 110,000        | \$187,000 •     | 110,000         | Ν            | * Notes                  |
|                             |                   |                             | • US Dollars    | • Canadian     | Dollars         |                 |              |                          |

US Dollars 
 Canadian Dollars



| Bonus - Co | Bonus - 0-0 | Health Benefits /<br>Insurance | Days to Qualify | 401K /<br>Pension Plan | Paid Time Off | Formal Policy<br>Communication | Retention score | Total Work Envmt | Diversity Program | % Women | Mixed gender road<br>testing | Retention<br>Program | Driver Committee | Dress Code /<br>Uniforms |
|------------|-------------|--------------------------------|-----------------|------------------------|---------------|--------------------------------|-----------------|------------------|-------------------|---------|------------------------------|----------------------|------------------|--------------------------|
|            |             |                                | B               | enefits                |               |                                |                 |                  |                   | HR      | Strategy                     |                      |                  |                          |
| Y          | Y           | Y/F                            | 90              | Y                      | Y             | Y                              | 6.62            | 3                | 3                 | 5       | 3                            | 3                    | Y                | DC<br>Sub                |
| Y          | Y           | Y/P                            | 30 (1)          | Y/2%                   | Y             | Y                              | 6.08            | 3                | 1                 | <1      | 2                            | 3                    | Y                | DC<br>Sub                |
| Y          | Y           | Y/F                            | 90              | Y/3.5%                 | Y             | Y                              | 8.18            | 1                | 1                 | 1.5     | 3                            | 1                    | Ν                | DC<br>Prov               |
| Y          | n/a         | Y/P                            | 60              | Y/4%                   | Y             | Y                              | 4.96            | 2                | 1                 | 8       | 2                            | 1                    | Ν                | DC                       |
| n/a        | Y           | Y/N                            | 30 (1)          | Ν                      | Ν             | Y                              | 4.19            | 2                | n/a               | 7       | 2                            | 1                    | Ν                | DC<br>Prov               |
| Y          | Y           | Y/P                            | 180<br>(1)      | Ν                      | Y             | Y                              | 3               | 1                | 2                 | 7       | 3                            | 1                    | Ν                | DC                       |
| Y          | Y           | Y/P                            | 60 (1)          | Y                      | Y             | Y                              | 4.84            | 3                | 1                 | 15      | 3                            | 2                    | Y                | DC<br>Sub                |
| n/a        | Y           | Y/N                            | n/a             | Y                      | n/a           | Y                              | 2.9             | 3                | n/a               | 3.6     | 1                            | 3                    | Y                | Sub                      |
| Y          | Y           | Y/P                            | 90(1)           | Y/1-4%                 | Y             | Y                              | 7.88            | 3                | 3                 | 10      | 3                            | 3                    | Ν                | Sub                      |
| Y          | n/a         | Y/P                            | 180<br>(1)      | Y/7.5%                 | Y             | Y                              | 5.28            | 2                | 1                 | 35      | 1                            | 2                    | Ν                | DC                       |
| Y          | Y           | Y/P                            | 90              | Ν                      | Y             | Y                              | 6.95            | 2                | 3                 | 2.3     | 1                            | 3                    | Ν                | DC                       |
| Y          | Y           | Y/P yr 1/<br>then F            | 90              | Y/\$1000               | Y             | Y                              | 6.81            | 3                | 3                 | 3%      | 1                            | 3                    | Y                | DC<br>Prov               |
| Y          | Y           | Y/P                            | 60 (1)          | Y/3.5%                 | Y             | Y                              | 2.11            | 3                | 3                 | <5      | 1                            | 2                    | Y                | N<br>Sub                 |
| Y          | Y           | Y/F                            | 90              | Y/\$10k                | Y             | Y                              | 6.72            | 2                | 1                 | 10      | 1                            | 1                    | Ν                | DC<br>Prov               |
| Y          | Y           | Y/P                            | 60 (1)          | Y/6%                   | Y             | Y                              | 5.97            | 3                | 3                 | 6       | 3                            | 2                    | Y                | DC<br>Sub                |
| n/a        | n/a         | Y/P                            | 30              | Ν                      | Y             | Y                              | 6.38            | 2                | 1                 | 7       | 1                            | 1                    | Y                | DC<br>Prov               |
| Y          | Y           | Y/P                            | 0               | Y/1-4%                 | Y             | Y                              | 6.89            | 1                | 3                 | 4.5     | 3                            | 2                    | Y                | Ν                        |



| Name                        | Prev Maintenance /<br>Required Fitness Level | Safety Record | Safety Policies | Safety Technology | Efficiency Technology | Shipper Issues | Forced Dispatch | Manager contact | Performance Eval | Perf Recognition /<br>Rewards | Benchmarking | Raises / Promotions | Infraction Prevention | Advancement Opps |
|-----------------------------|--|---------------|-----------------|-------------------|-----------------------|----------------|-----------------|-----------------|------------------|-------------------------------|--------------|---------------------|-----------------------|------------------|
|                             |  | (             | perat           | ional             | Strate                | gy             |                 |                 |                  | Perform                       | nance        | & Reco              | gnition               |                  |
| Bison Transport             | 2  | 0.158         | 3               | 3                 | 2                     | 3              | 2               | 3               | 3                | Y                             | Y            | Perf                | 3                     | Y                |
| Boyd Bros. Trucking         | 2  | 0.39          | 2               | 3                 | 3                     | 3              | Y               | 3               | 2                | Y                             | Y            | Perf                | 3                     | Y                |
| Brian Kurtz Trucking        | 1  | 0.29          | 2               | 2                 | 2                     | 2              | Ν               | 3               | 2                | Y                             | Υ            | Ind                 | 2                     | Y                |
| Cal-Ark Transport           | 1  | 0.419         | 1               | 2                 | 2                     | 2              | Y               | 3               | 1                | Y                             | Y            | Perf                | 3                     | Y                |
| Central Hauling             | 1  | 0.344         | 1               | 3                 | 2                     | 2              | Ν               | 3               | 1                | Y                             | Ν            | Perf/<br>Sen        | 3                     | Y                |
| Coastline Transport         | 3  | 0.149         | 3               | 1                 | 1                     | 1              | Y               | 3               | 3                | Y                             | Y            | Perf                | 1                     | Y                |
| Con-Way Truckload           | 2  | 0.61          | 2               | 3                 | 3                     | 2              | Ν               | 3               | 3                | Y                             | Y            | Perf                | 3                     | Y                |
| Dart Transit Company        | 2  | 0.521         | 3               | 3                 | 3                     | 2              | Ν               | 3               | 3                | Y                             | Y            | Perf                | 2                     | Y                |
| Don Hummer Trucking         | 2  | 0.391         | 2               | 2                 | 2                     | 1              | Ν               | 3               | 1                | Y                             | Ν            | Ind                 | 3                     | Y                |
| Kennesaw Transport          | 3  | 0.226         | 3               | 2                 | 2                     | 3              | Ν               | 3               | 1                | Y                             | Ν            | Perf                | 2                     | Y                |
| Laidlaw Carriers Van        | 2  | 0.9           | 2               | 2                 | 1                     | 2              | Y               | 3               | 2                | Y                             | Y            | Ind/<br>Perf        | 2                     | Y                |
| Mackinnon Transport         | 2  | 0.159         | 2               | 2                 | 2                     | 2              | Y               | 3               | 2                | Y                             | Y            | Perf                | 3                     | Y                |
| Melton Trucklines           | 2  | 0.7           | 2               | 3                 | 3                     | 3              | Y               | 3               | 2                | Y                             | Y            | Perf/<br>Exp        | 3                     | Y                |
| MSM Transportation          | 2  | n/a           | 1               | 1                 | 1                     | 1              | Ν               | 3               | 1                | Y                             | Ν            | Ind                 | 3                     | Y                |
| Schneider National          | 1  | 0.81          | 2               | 3                 | 3                     | 3              | Y               | 3               | 2                | Y                             | Y            | Perf                | 3                     | Y                |
| Shulist Logistics           | 2  | n/a           | 2               | 1                 | 1                     | 1              | Ν               | 1               | 1                | Y                             | Ν            | Perf/<br>Exp        | 2                     | Ν                |
| Yanke Group of<br>Companies | 2  | 0.37          | 3               | 2                 | 3                     | 3              | Y               | 3               | 2                | Y                             | Y            | Perf                | 3                     | Y                |

## **Bonus Program Notes**

**Bison Transport** Safety, fuel, referral, claims-free (for reefer)

Boyd Bros. Trucking Fuel, recruiting, referral

Brian Kurtz Trucking Safety, fuel Cal-Ark Transport Safety, referral

Central Hauling Referral, clean inspection

Coastline Transport Referral Con-way Truckload Safety bonus, referral

Dart Transit Company Recruiting, safety, mileage, longevity

**Don Hummer Trucking** Anniversary, referral, safety





| Training Days (new hires) | Training Days<br>(existingdrivers) | Compensated<br>for Training? | Types of Training | Continuing Ed | Coaching / mentoring prog | <b>Best Practices</b> | Industry Participation | Choice of Routes | <b>Terminal Facilities</b> | Family Support | Health & Wellness | Finan/Legal Assistance | Social Events | Community<br>Involvement | Industry Image | Environmetal Efforts |  |
|---------------------------|------------------------------------|------------------------------|-------------------|---------------|---------------------------|-----------------------|------------------------|------------------|----------------------------|----------------|-------------------|------------------------|---------------|--------------------------|----------------|----------------------|--|
|                           | De                                 | velopmei                     | nt & C            | areer         | Oppor                     | tunitie               | 25                     |                  |                            |                | ۷                 | Vork/L                 | ife Bal       | lance                    |                |                      |  |
| 6                         | 1                                  | Y                            | 3                 | Y             | 2                         | 3                     | Y                      | 2                | 3                          | 3              | 2                 | 3                      | Y             | 3                        | 3              | 3                    |  |
| 13                        | 5                                  | Y                            | 3                 | Y             | 2                         | 2                     | Y                      | 2                | 2                          | 1              | 3                 | 3                      | Y             | 2                        | 3              | 2                    |  |
| 5                         | 5                                  | Y                            | 1                 | Ν             | 1                         | 1                     | Y                      | 3                | 2                          | 3              | 1                 | 3                      | Y             | 2                        | 3              | 2                    |  |
| 3                         | 1                                  | Y                            | 3                 | Ν             | 1                         | 1                     | Y                      | 2                | 2                          | 2              | 2                 | 3                      | Y             | 2                        | 2              | 2                    |  |
| 3                         | 4                                  | Ν                            | 3                 | Ν             | 1                         | 1                     | Y                      | 3                | 2                          | 1              | 2                 | 2                      | Y             | 3                        | 1              | 1                    |  |
| 3                         | 0                                  | Y                            | 1                 | Ν             | 1                         | 1                     | Ν                      | 2                | 2                          | 2              | 1                 | 1                      | Y             | 3                        | 1              | 2                    |  |
| 5                         | 3                                  | Ν                            | 3                 | Ν             | 3                         | 3                     | Y                      | 2                | 3                          | 1              | 3                 | 1                      | Y             | 3                        | 3              | 2                    |  |
| 2                         | 1                                  | Ν                            | 2                 | Ν             | 3                         | 3                     | Y                      | 3                | 3                          | 2              | 2                 | 3                      | Y             | 3                        | 3              | 3                    |  |
| 10                        | 4                                  | Y                            | 2                 | Ν             | 3                         | 2                     | Y                      | 2                | 3                          | 1              | 3                 | 1                      | Y             | 2                        | 3              | 2                    |  |
| 4                         | 1                                  | Y                            | 3                 | Ν             | 3                         | 2                     | Y                      | Y                | 2                          | 3              | 2                 | 2                      | Y             | 3                        | 2              | 2                    |  |
| 5                         | 2                                  | Ν                            | 1                 | Ν             | 1                         | 1                     | Ν                      | 2                | 2                          | 3              | 1                 | 3                      | Y             | 2                        | 1              | 2                    |  |
| 15                        | 3                                  | Y                            | 2                 | Y             | 3                         | 1                     | Y                      | 2                | 2                          | 3              | 2                 | 3                      | Y             | 3                        | 3              | 2                    |  |
| 10                        | 10                                 | Y                            | 3                 | Ν             | 3                         | 2                     | Y                      | 1                | 3                          | 3              | 2                 | 3                      | Y             | 3                        | 2              | 2                    |  |
| 2                         | 1                                  | Y                            | 1                 | Ν             | 1                         | 2                     | Y                      | 2                | 2                          | 1              | 2                 | 2                      | Y             | 3                        | 2              | 2                    |  |
| 4                         | 2                                  | Y                            | 3                 | Ν             | 3                         | 3                     | Y                      | 2                | 3                          | 3              | 3                 | 3                      | Y             | 3                        | 3              | 3                    |  |
| 2                         | 2                                  | Y                            | 1                 | Ν             | 1                         | 1                     | Ν                      | 1                | 1                          | 1              | 1                 | 1                      | Ν             | 1                        | 1              | 1                    |  |
| 85                        | 2                                  | Y                            | 3                 | Y             | 1                         | 2                     | Y                      | 2                | 2                          | 3              | 3                 | 1                      | Y             | 3                        | 3              | 2                    |  |

Kennesaw Transport

Mileage, safety, recruiting, ESOP, longevity

Laidlaw Carriers Van Safety, show & shine

Mackinnon Transport Truck show passes and entry fees, safety performance, Mac Bucks



#### Melton Truck Lines

Fuel, profit sharing for million milers and Blue Knights, referral, customer referral, service contract completion (0-0), truck show passes, show & shine

MSM Transportation Safety, fuel Schneider National Safety, fuel, performance

Yanke Group of Companies Safety bonus, fuel, clean inspection

# **Chart Legend**

| Category                                      | Scale   | Category  | Scale  |  |  |  |
|---|---|---|--|--|--|--|
| n/a   | Not applicable  | Retention Program   | 1: Nothing specific/open-door policy   |  |  |  |
| n/p   | Not provided  |   | <ol> <li>Made changes to address specific<br/>issue(s)/Have retention staff or de-</li> </ol>                                    |  |  |  |
| Salary Range                                  | Y: A salary range is offered  |   | partment/Focus on hiring process   |  |  |  |
|   | N: No salary range  |   | 3: Formal program (s) put in place with<br>specific goal of improving retention  |  |  |  |
|   | Exp: based on experience  |   | specific goal of improving retention   |  |  |  |
|   | Perf: based on performance  | Dress Code/Uniform  | DC – Dress code/professional appearance<br>policy  |  |  |  |
| Bonus - Co                                    | Are bonuses/incentives available for company drivers?   |   | Uni – Uniform required   |  |  |  |
| Bonus – O-O                                   | Are bonuses/incentives available for<br>owner-operators?  |   | Prov – Provided by carrier   |  |  |  |
| Health Benefits /                             | Y: health benefits / insurance provided or  |   | Sub – subsidized (company store or<br>uniform supply)  |  |  |  |
| Insurance                                     | available (e.g. medical/dental)   | Preventative Maintenance /                                  | 1: As per minimum equipment specs  |  |  |  |
| Company Paid                                  | N: not provided<br>F: fully paid by carrier   | Required Fitness Level                                      | 2: Monthly shop inspections/Based on<br>mileage  |  |  |  |
|   | P: partially paid by carrier (% paid if known)  |   | 3: Shop inspection every time the vehicle<br>comes into the terminal   |  |  |  |
| Days to Qualify                               | # - days before new driver receives<br>benefits   | Safety Record   | DOT Reportable accidents per million miles   |  |  |  |
|   | $(1 - 1^{st} day of the next month)$  | Safety Policies: How are                                    | 1: No formal policy, driver choice   |  |  |  |
| 401K/Pension Plan                             | Y or N/% company contribution   | situations of conflict between<br>customer needs and driver | 2: Formal safety-focused operational   |  |  |  |
| Driver Retention                              | Calculation factoring total exits into<br>average driver count for period. Higher                             | safety handled?   | policy with driver override, customer<br>advised as issues arise   |  |  |  |
| How does carrier ensure its                   | is better.<br>1: Open door policy/industry reports  |   | <ol> <li>Formal safety-focused operational<br/>policy in place and communicated to<br/>drivers and customers up front</li> </ol> |  |  |  |
| Total Work Environment<br>meets driver needs? | 2: Gather informal driver feedback (one-  | Safety Technology   | 1: Nothing/Satellite-only  |  |  |  |
|   | on-one/driver meetings)   |   | 2: Use EOBR information or other tools   |  |  |  |
|   | <ol> <li>Actively solicit multiple forms of<br/>driver feedback (surveys, committee,<br/>intranet)</li> </ol> |   | 3: Advanced systems such as lane depar-<br>ture, in-cab cameras, simulator   |  |  |  |
| Diversity Program                             | 1: Equal opportunity employer, reviews<br>annual employment stats   | Efficiency Technology                                       | 1: Nothing/Satellite-only  |  |  |  |
|   | 2: Facilitates minority participation   |   | 2: Training, messages, cell phone<br>allowance   |  |  |  |
|   | 3: Formalized program / actively solicits   |   | 3: Laptops, intranet   |  |  |  |
|   | minority communities  | Shipper Issues: Mechanisms in                               | 1: Handle on an ad hoc basis   |  |  |  |
| Mixed Gender Road Testing<br>Policy           | 1: No formal policy   | place to handle problems with shippers.                     | <ol> <li>Shippers are aware of policies and<br/>penalties</li> </ol>   |  |  |  |
|   | 2: Informal, make accommodations<br>where possible  |   | <ol> <li>Carrier proactively working with ship-<br/>pers to facilitate process</li> </ol>  |  |  |  |
|   | 3: Formal policy and guidelines   |   | pers to facilitate process   |  |  |  |



| Category   | Scale   |  |  |  |  |  |
|--|---|--|--|--|--|--|
| Manager Contact  | 1: Only when driver initiated   |  |  |  |  |  |
|  | 2: At least weekly  |  |  |  |  |  |
|  | 3: At least daily   |  |  |  |  |  |
| Performance Evaluations  | 1: Annual performance review  |  |  |  |  |  |
|  | 2: Driver performance communicated<br>quarterly                                 |  |  |  |  |  |
|  | 3: Ongoing performance evaluation and<br>communication                          |  |  |  |  |  |
| Performance Recognition /<br>Rewards offered by the carrier  | Y or N  |  |  |  |  |  |
| Is Benchmarking done to identify top performers?   | Y or N  |  |  |  |  |  |
| Raises/Promotions: How   | Ind: based on industry factors  |  |  |  |  |  |
| are raises and promotions<br>determined?   | Sen: based on seniority   |  |  |  |  |  |
|  | Perf: based on performance  |  |  |  |  |  |
|  | Ann: Raises are provided annually   |  |  |  |  |  |
| Infraction Prevention: What is done to prevent infractions?  | 1: Screening process/Orientation &<br>reactive training                         |  |  |  |  |  |
|  | 2: Periodic communication/training/<br>evaluation                               |  |  |  |  |  |
|  | 3: Regular, proactive training and com-<br>munication                           |  |  |  |  |  |
| Advancement Opportunities:<br>Are they available for drivers?  | Y or N  |  |  |  |  |  |
| Types of Training used for   | 1: Classroom only   |  |  |  |  |  |
| drivers.   | 2: Variety (such as mentoring, video)   |  |  |  |  |  |
|  | 3: Variety including online   |  |  |  |  |  |
| Continuing Education: Does<br>the carrier provide drivers with<br>opportunities for continuing<br>education?   | Y or N  |  |  |  |  |  |
| Coaching/Mentoring program   | 1: Informal   |  |  |  |  |  |
|  | 2: Carrier facilitates communication  |  |  |  |  |  |
|  | 3: Formal program in place (finishing school, new driver coaching program       |  |  |  |  |  |
| Best Practices: How are best   | 1: Informal sharing   |  |  |  |  |  |
| practices shared between<br>drivers?   | 2: Carrier facilitates information sharing                                      |  |  |  |  |  |
|  | <ol> <li>Formal sharing, tools provided (intra-<br/>net, newsletter)</li> </ol> |  |  |  |  |  |
| Industry Participation: Are<br>drivers encouraged and<br>supported to participate in<br>industry associations? | Y or N  |  |  |  |  |  |

| Category  | Scale |  |  |  |  |  |
|---|-------|--|--|--|--|--|
| Choice of routes: Are drivers                           | 1:    | No   |  |  |  |  |
| given their choice of routes?                           | 2:    | When possible (FIFO, seniority)  |  |  |  |  |
|   | 3:    | Always   |  |  |  |  |
| Terminal Facilities                                     | 1:    | None/basic (driver room)   |  |  |  |  |
|   | 2:    | Standard – Shower, vending machines<br>computer/internet, laundry at some<br>locations         |  |  |  |  |
|   | 3:    | Gym or other expanded facilities at<br>some locations, standard facilities at<br>all locations |  |  |  |  |
| Family Support  | 1:    | Open door policy   |  |  |  |  |
|   | 2:    | Company facilitates access to services<br>as needed  |  |  |  |  |
|   | 3:    | EAP or other formal assistance program (counselling, concierge)                                |  |  |  |  |
| Health & Wellness programs                              | 1:    | Informal   |  |  |  |  |
|   | 2:    | Some services available (BP monitor-<br>ing, smoking cessation)                                |  |  |  |  |
|   | 3:    | Dr/Nurse on site, formal program(s) in place   |  |  |  |  |
| Financial/Legal Assistance for                          | 1:    | Nothing formal   |  |  |  |  |
| drivers   | 2:    | Informal/ad-hoc internal programs  |  |  |  |  |
|   | 3:    | Formal program in place (ATBS, credit<br>or legal counseling)                                  |  |  |  |  |
| Does the carrier offer social events for drivers?       | Υœ    | or N   |  |  |  |  |
| Community Involvement by                                | 1:    | None   |  |  |  |  |
| drivers   | 2:    | Informal (if requested)  |  |  |  |  |
|   | 3:    | Proactive with sponsorships, chari-<br>table drives  |  |  |  |  |
| Contribution to Industry<br>Image by carier             | 1:    | Nothing specific, truck appearance policy, driver dress code                                   |  |  |  |  |
|   | 2:    | Industry association involvement   |  |  |  |  |
|   | 3:    | Actively engaged in school programs,<br>Public service announcements.                          |  |  |  |  |
| Environmental Impact: How<br>does carrier improve their | 1:    | Recycling in office, fuel/idle reduction programs  |  |  |  |  |
| environmental impact?                                   | 2:    | SmartWay participation, equipment initiatives  |  |  |  |  |
|   | 3:    | Customer initiatives, innovative solu-<br>tions (recycling oil, high-cube trailers)            |  |  |  |  |
|   |       |  |  |  |  |  |



# 2009 Winners



Michael Herre, Fremont Contract Carriers, with Chris Burruss, Truckload Carriers Association (left), and Mark Murrell, CarriersEdge (right).



Randy Fetter, Wannemacher Enterprises, with Chris Burruss and Mark Murrell.



# The 2011 edition of **Best Fleets to Drive For** will be starting up soon!

Stay tuned to www.BestFleetsToDriveFor.com for more details.

# 2010 Media Partners



Over The Road is Canada's leading recruiting & retention solutions company comprised of outreach mediums such as Over the Road Magazine (National), Destination: Emploi Camionnage (French), Truck Post (Western Canada), and several truck stop marketing services. Over the Road's newest offering is Infinit-i Solutions which is a web based platform that provides training (videos) and internal communications with a complete tracking and reporting system.



RAMP Media Group, with main offices in Atlanta, Georgia, is best known as the originator of the digest size driver recruitment magazine and as the publisher of OTR - Over the Road Magazine, Pro Trucker Magazine, and Inside Trucking Online. RAMP is also well-known as a leader in nationwide efforts to improve the health of the professional driver population and is proud to serve as a Platinum Sponsor of the Healthy Trucking Association of America (HealthyTruck.org).

# A special "Congratulations!"

to all of this year's winners from the staff at TCA.



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