

We Are The Z-Team!

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June 28, 2019

IN THE NATIONAL MEDIA SPOTLIGHT

Not one, but two national news organizations were here recently to talk about the current state of the economy, trade tariffs, and how they are affecting the trucking industry. CNBC was the first to arrive on May 22nd. Reporter Frank Holland visited Mustang Expediting in Aston, PA then a crew followed up at ZTL.

Mark Zimmerman, COO, was the only trucking executive featured in the final two and a half minute report. The report ran in various formats on CNBC throughout the day starting with a live remote from Mustang at 6:30 AM on

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Friday May 24th. The entire piece ran on PBS' Nightly Business Report (which is produced by CNBC) later that evening.

"No one was more surprised than me," Mark said about the call that led up to the scheduled interview. "We had less than 24 hours notice." The actual interview was done in Ron's office. "They sent their most senior field producer," Mark said, "and the reporter actually asked his questions over the phone."

One of ZTL's long-time partners, Tucker Company, recommended Zimmerman Truck Lines to the CNBC producers as a reliable and interesting source. We cannot guarantee how long the link may be active, but you can watch the entire report at www.ztlinc.com. Click on **Our Company**, then scroll down to **News and Community**, and click on the **Learn More** button.



(Local photos by Gina Himes)

But Wait!

There's More!

Didn't the article to the left say there were *two* national news organizations at ZTL? Turn the page for the story on CNN's visit to Mifflintown the following week covering the same issues — and more.

CABLE NEWS NETWORK VISITED ZTL ON MAY 29TH

One week to the day after the CNBC visit, CNN sent one of their most experienced reporters, Martin Savidge, to Zimmerman Truck Lines to learn more about the impact of trade tariffs on the trucking business. Just like CNBC the week before, they interviewed Mark Zimmerman, but Shop Manager **Jeremy Wilson** also got three seconds of fame driving one of ZTL's trucks.

CNN's crew also branched out and talked to local residents as well. They visited The Clubhouse Grill on Parkside Court, just a stone's throw over the hill from the ZTL terminal. There they talked to several local residents. In addition to the business aspect, the report covered local reactions to President Trump's trade policies.

The report, which aired on Friday morning May 31st, is almost three minutes long. In addition to shots around ZTL, there is some beautiful aerial footage of the Juniata Valley and the footbridge connecting Mifflin and Mifflintown. The entire piece aired on CNN's morning show "New Day" at 7:45 that morning and ran again periodically over the next 12 hours.

You can see the entire CNN piece at ztlinc.com. Click on **Our Company**, then scroll down to **News and Community**, and click on the **Learn More** button.

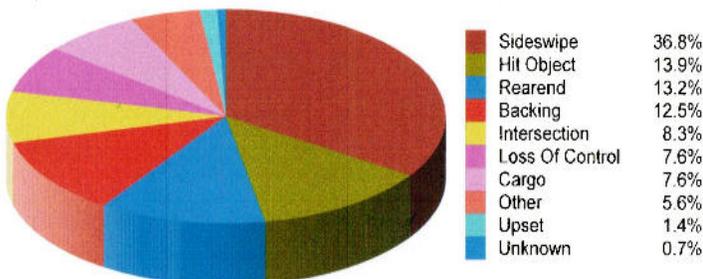
(Screen shots from video supplied by CNN)



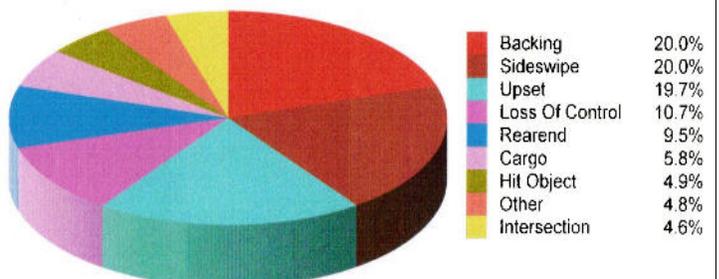
JAN-MAY INSURANCE LOSSES SUMMARIZED

Derek Ritzman, CFO, and **Geoff Hosband**, Safety Director, supplied the following graphs and stats from our insurance carrier. These show the types of accidents and the costs to the company from January 1st through May 15th. As you can see, events like sideswiping, hitting objects, and backing incidents accounted for almost 65% of accidents and 45% of the cost. The bottom line is that these types of accidents are often easily prevented by checking your mirrors and GOALing (Getting out and looking).

Losses

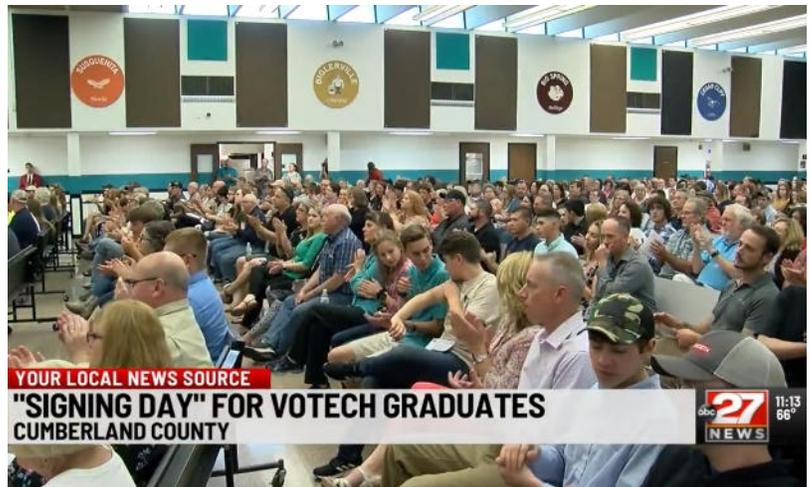


Cost



TWO INTERNS JOIN SHOP TEAM FULL-TIME

Two interns who have been working in the shop this past year had their "signing day" in the second half of May. Modeled after the ceremony where high school athletes sign for college scholarship agreements, **Carter Smith** (right) and **Logan Wise** (below) both signed their first employment contract with Zimmerman Truck Repairs. Logan attended Cumberland Perry Area VoTech and signed on May 17th. This was Cumberland Perry's first-ever signing day. Carter, who attended The Mifflin County Academy of Science and Technology (a/k/a "The Academy") signed on May 23rd. Shop Manager Jeremy Wilson (pictured with Logan below) attended both ceremonies.



WHO WILL GET ONE OF THE NEW TRUCKS?

As we wrote in our February issue, 15 new trucks will be delivered starting in mid-July. An official policy has been issued to explain the method that will be used to decide which drivers will be eligible for one of these new vehicles.

To qualify, a driver cannot have any incidents or at-fault accidents, at-fault freight claims, overdue services, or written warnings or probations in the past 12 months. The driver's current truck must be maintained in good condition. That means interior and exterior must be clean and tidy; also, no excessive wear and tear. Drivers must currently be in a truck that is three years old or older. So to be eligible for these 2020 trucks, a driver must be in a 2017 unit or older.



After all of the above conditions are applied and a list of qualified candidates is compiled, seniority will then be calculated and the most senior drivers will be offered first right of refusal.

Once the new trucks are assigned, that means that some older trucks will then be made available for other drivers to move into as well. At that point truck assignments are then made based on the overall needs of the fleet considering which vehicles will be retired or sold. As a result of these variables there are no guarantees of any particular truck being available or assignment being changed.

Keep on Truckin'...

www.WeAreTheZ-Team.com

CVSA Results

Safety Director Geoff Hosband reported that ZTL trucks were stopped three times during the CVSA safety blitz June 4, 5, and 6. "We had no violations of any kind," Geoff said.

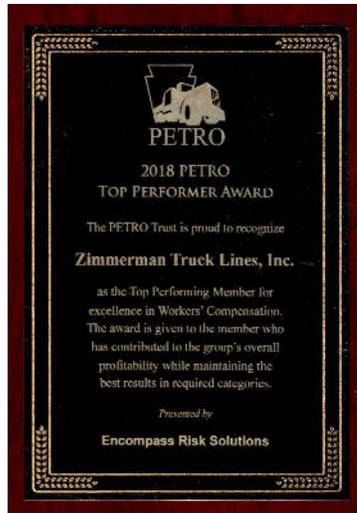


PICNIC NEWS

Get your company picnic and summer splash reservations in to Gina by June 29th! It's free for spouses and children or grandchildren under 18. The event is on Saturday July 13th at DelGrosso's in Tipton. Park opens at 11. Catered meal served at 12.

WORKMAN'S COMP

Cinda Lauver, Benefits Manager, said the company has been recognized as a top performer in our insurance group for workplace injuries. "This award reflects the efforts of everyone in the company and how well they practice on-the-job safety," she said.



DATES TO REMEMBER

- Return Picnic Reservation Forms—Friday June 29th
- New Shop Weekend Hours Begin—Sunday June 30th
- Independence Day Holiday—Thursday July 4th
- Summer Picnic & Splash—Saturday July 13th
- Employee Appreciation Week—August 19th to 23rd
- Labor Day Holiday—Monday September 2nd

Together we *are* making it better!

JULY BIRTHDAYS ...

- Shane Kreamer — July 1
- Brian Tyger — July 13
- Stephen Berger — July 13
- Scott Walter — July 14
- Mike Hamilton — July 16
- Dave Martin — July 17
- Ed Brooks — July 20
- Joe English — July 25
- Terry Wagner — July 29

... AND ANNIVERSARIES

- Kerry Hummel — 20 years
- Darren Weaver — 14 years
- Jim Price — 13 years
- Tanner Zimmerman — 8 years
- Ray Snyder — 6 years
- Scott Landis — 6 years
- Mike Tyger — 5 years
- Roger Collins — 2 years
- Perry Goss — 1 year
- Jeremy Wilson — 1 year

NEW WEEKEND SHOP HOURS

Operations Manager **Dave Wetzler** has announced new weekend hours for the shop effective Sunday June 30th. **Hours are going to be 7:00 AM to 5:30**



PM on both Saturdays and Sundays. Dave said two reasons are driving the change. The first is that there is a greater need to provide more available hours so weekend work can be completed. The second reason is to provide shop services earlier in the day on Sundays.

QUOTE FOR THE MONTH

"By the time you get close to the answers, it's nearly all over." —Merle Haggard, Country Music Legend

ZIMMERMAN TRUCK LINES, INC.