

# We Are The Z-Team!

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## FUEL ECONOMY TELLS ITS OWN STORY

I like driving. I've liked it since I was young. It's great to be six feet off the ground and see over everything and everyone else on the road. Every day there is a change of scenery and everyday I meet different people.

I've been driving for 26 years. I pull a flatbed trailer. I got my first million safe driving miles at ZTL and I've got only a couple more years until I hit two million.

My driving style is "relaxed." I usually drive below the speed limit. When it comes to fuel economy, I think driving slower makes a difference — and it's safer, too. The dash computer show my MPGs higher than the PeopleNet unit, by about three tenths of a gallon. I'm not sure why that is. I don't set goals for myself, but I do consistently try to improve my fuel economy.



The keys to being a safe driver and getting higher MPGs are the same: Take it slow. Always be in control. Anytime you are unsure of a situation, wait until you *are* sure. Don't make a maneuver until you are certain it will work. I've made enough mistakes to know what I should and shouldn't do.

Do eLogs affect fuel economy? Yes and no. Time constraints can make you drive faster and that can't help but reduce your fuel mileage. Time limits also create temptations that could cause a driver to make less than optimal decisions.

A lot has changed in 26 years. I prefer a stick over an automatic, but they say for most drivers, automatics will deliver better fuel mileage. Trucks are easier to drive, but the work is more "corporate oriented." By that I mean competition in fuel prices has intensified and trucking is a business driven by economics. Freight distribution networks have changed things. As a driver, I have to be as efficient as I can be.

As far as increasing fuel economy, here's what I would tell other drivers. "Feather the throttle. Never put your foot to the floor. Keep your speed moderate. Going faster is *not* going to get you there that much sooner — really."

*[Editor's note: the above article was submitted by a ZTL driver after we solicited opinions on how to achieve good fuel economy. But for his own reasons, he asked that we publish it anonymously. We don't usually do this, but after some evaluation, it was thought that this driver had a useful perspective worth sharing.]*

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### **SPRING SAFETY MEETING DATE CHANGES!**

**Geoff Hosband has announced a new schedule for the Spring 2017 Safety Meetings. The first meeting is now April 29th and the second on May 6th. Both are at 9 AM.**

**Our guest speaker, Mark Laursevage from the PMTA Safety Management Council, will be at both meetings.**

**Change your calendars and save the dates!**

**Remember, attendance at one of these meetings is mandatory unless dispatched or otherwise excused. See you there!**

## NEW ROUTING NOW PART OF EVERY FUEL SOLUTION



Most of us know where we want to go, but do we know the best way to get there? Maybe not everyone. “Our out-of-route (OOR) miles have doubled over the past two years,” said **Dave Wetzler**, Operations Manager. “We’ve gone from about 5% OOR miles to almost 10% so far in 2017.” What’s changed? “When we were driving coast-to-coast there were only two or three routes to make that kind of run. Now with our new regional focus, it’s a lot easier to drive an alternate route.”

To try to reduce OOR miles, an old feature of the fuel solution system was switched on earlier this week. It provides PC Miler practical truck routing between major points. A routing for each load is sent to the truck’s PeopleNet unit along with the fuel solution. “Like so many things, it comes down to costs,” said Chief Financial Officer, **Derek Ritzman**. “If the current trend would continue, in 2017 our OOR miles would reach over 800,000 at a cost of more than a half-million dollars. A lot of fuel and a lot of

equipment wear can be saved just by making a few small changes. It’s only one mile-at-a-time and one load-at-a-time, but it *really* adds up.”

Dave explained, “The routing being sent is the same point-to-point routing we’ve used in Dispatch for over 15 years. And it’s the same route the fuel system has used to determine fuel stops since 2004. The only thing new is that now we’re telling the drivers.” He continued, “Some drivers are concerned that the system will direct them over one lane country roads or backwoods paths. That shouldn’t happen. My message to drivers is, the system should only direct you over major roads — and if it doesn’t, tell me and I will adjust it.”



**Two of our favorite summertime activities are now on the calendar.** On **Saturday July 22nd** the Company Picnic will be held again this year at Del Grosso’s Amusement Park in Tipton. This has been a big hit with ZTL families the past two years. *And* the annual Employee Appreciation Week celebration has been scheduled for the last full week in **August, the 21st through the 25th**. More details will be available in a few weeks. Keep reading *We Are the Z-Team!* and watch for info in your mailbox. **Save the dates!**



### DOT BANS TEXTING FOR COMMERCIAL DRIVERS

Texting while driving is now a violation for commercial truck and bus drivers, the U.S. DOT announced Tuesday. Violators may be subject to civil or criminal penalties of as much as \$2750. Transportation Secretary Ray LaHood made the issue a priority after more than 5,800 people died in 2008 where at least one form of driver distraction was cited in the crash report.

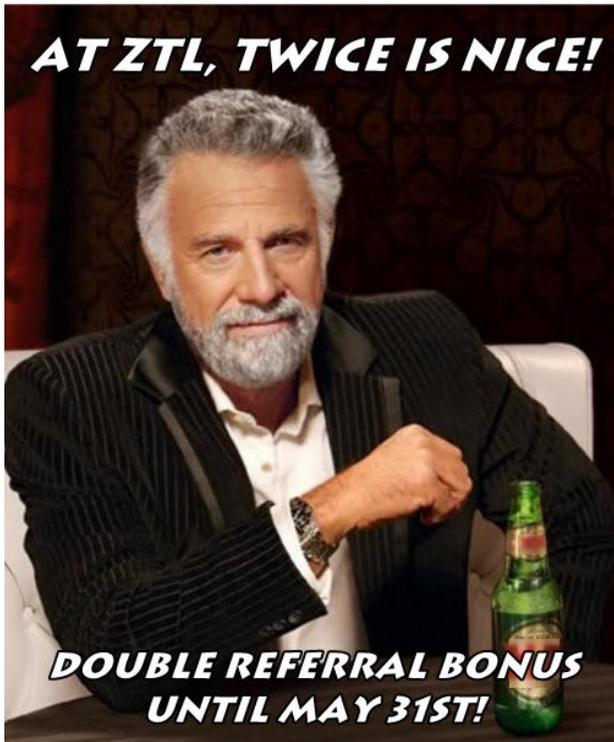
Anne Ferro, head of the FMCSA, said, “The regulations will help prevent unsafe activity within the cab.”

**From the ZTL Newsletter, February 2010**



## DOUBLE DOLLARS IS TWICE AS NICE!

From now until May 31, ZTL is paying double the normal driver referral bonus. Depending on your referral history, that means \$2,000 to \$4,000 per referral! All other standard driver referral bonus conditions apply. See Geoff or Gina for more details! *Why are you waiting?*



## UPDATES FROM MARK—AND DISPATCH

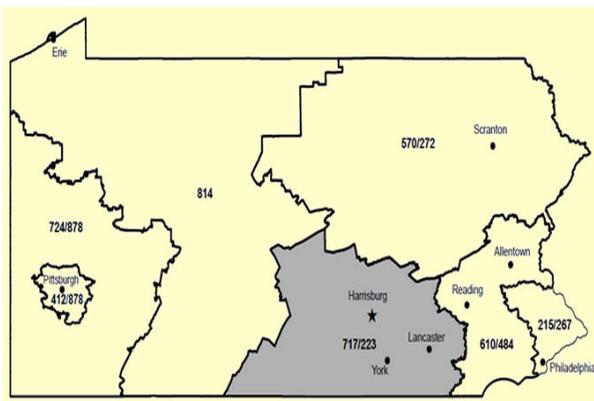
- We've recently negotiated increased rates from Nucor in Wallingford for all outbound freight. This is good news for flatbed drivers.



- Freight levels out of DAMCO Camp Hill are starting to come back. ZTL competes on service and because we can provide what others cannot, we get the business. This is a direct reflection on the great job our drivers are doing to maintain our high service standards.
- Customers in Lewistown and Lock Haven are under contract and expanding their freight lanes including loads to Ohio, New England, New Jersey, and the Southeast. We expect volume in these lanes to increase in the coming months.

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## NEW AREA CODE MEANS TEN DIGIT DIALING



People calling within the 717 area code are starting to add the three digit area code for all calls within the 717 area (dialing all ten digits), including local calls. The change began on March 4th.

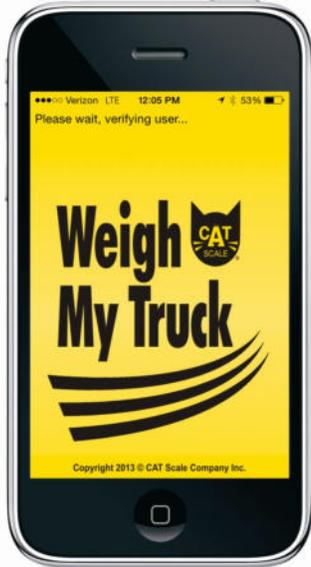
You didn't know? All your calls are still going through as usual? That's because there is a grace period currently in effect, allowing you to dial only seven digits. Starting Saturday August 26th however, that grace period will end, forcing all callers to use the full ten digit number.

Then starting September 26th, a new area code, 223, will be issued to the same geographic region as 717. When one region shares two or more area codes, this is called an

"overlay." So starting on this date, your next door neighbor may have a 223 area code. And both of you will have to use all ten digits to call each other. Update your speed dial registry now with the full 717 area code and number!

[www.WeAreTheZ-Team.com](http://www.WeAreTheZ-Team.com)

## WEIGH. PAY. GET GOING.



Save time using the free CAT Weigh My Truck app. It makes getting weighed faster and easier. And ZTL gets billed directly, so you don't need to pay out-of-pocket or turn in a receipt. Today, every minute counts! So what are you "weight-ing" for? Download the app and start using it today!

## LATEST CSA SCORES

The latest numbers as of February 24th with the DOT intervention thresholds in parentheses. Arrows show the trend change from last month:

<b>Unsafe Driving (65)</b>	ZTL Score: 7	↓
<b>HOS Compliance (65)</b>	ZTL Score: 64	↓
<b>Vehicle Maintenance (85)</b>	ZTL Score: 23	↑

Hours of Service numbers continue to slowly decline. Remember to lower our HOS Compliance score, politely request a "Level 3" inspection anytime your logs are checked!

In addition, this has been one of our safest winters ever — and our Unsafe Driving score reflects this. This month's low score of 7 ties for the lowest score since we've been publishing CSA scores. The other two months were October 2015 and February 2016. Congratulations and thanks to all the drivers for your great efforts.

***You did it!***



*Together we can make it better!*

## APRIL BIRTHDAYS ...

Kerry Hummel — April 2  
 Neal Krepps — April 8  
 Mike Snyder — April 12  
 Brian Griffiths — April 13  
 Terry Chamberlin — April 19  
 Toby O'Donald — April 23  
 Curt Beatty — April 24  
 Mark Rudebeck — April 24  
 Dave Ritter — April 25  
 Danny Hackenburg — April 26  
 Lynn Brown — April 26  
 Scott Pecht — April 28

## ... AND ANNIVERSARIES

Joe English — 23 years  
 Dave Wetzler — 23 years  
 Rob Rush, Jr. — 21 years  
 Curt Beatty — 20 years  
 Terry Neely — 7 years  
 Ian Rosensteel — 2 year  
 Mark Kling — 2 year  
 Mark Kling, Jr. — 2 year  
 Scott Walter — 1 year  
 David Flowers — 1 year

## QUOTE FOR THE MONTH

*"I believe that government is the servant of the people and not their master... that the world owes no man a living, but that it owes every man an opportunity to make a living... that thrift is essential to well-ordered living and that economy is a prime requisite of a sound financial structure, whether in government, business or personal affairs... that character - not wealth or power or position - is of supreme worth... that right can -- and will -- triumph over might."*  
 John D. Rockefeller, Jr.,  
 Financier and Philanthropist

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