



Roadmap to

SUCCESS

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Congratulations to CHUCK OGG– RYAN'S Year One Fuel Bonus Winner!

Chuck achieved a one year fuel economy of 6.78 mpg. calculated / 6.91 ECM actual. For non-winter months Chuck was 7.25 calculated/ 7.57 ECM actual. Ogg achieved this mark on annual miles of 128,388. Chuck has been awarded one additional week of paid vacation this year for his efforts and thinks he will take the Caribbean Cruise reward for winning the competition. Bring on the suntan lotion and go slow on the Hurricane refreshments while afloat! Happy Cruising Chuck!!!

Sunny will share some of Chuck's tips in her article highlighting Chuck's accomplishment.

Oh yes, how close was it? The fleet calculated average was 6.25 and the ECM average was 6.62.

As we have talked many times fuel is the life blood of a trucking company, we have learned a lot from the first year trial as well. I want you all to see the difference fuel can make in today's trucking market.

Economy truly measures a driver's worth in the P&L column.

For example:

Chuck's Fleet Best 6.91 MPG vs. Fleet's worst performer at 5.8 MPG (using the same miles)

128,388 miles / 6.91= 18,580 gallons x \$3.80 Average cost of fuel = total fuel cost \$70,604.10

128,388 miles / 5.80= 22, 135 gallons x \$3.80 Average cost of fuel =total fuel cost \$84,116.27

Variance in Gallons / Dollars = 3,555 gallons or \$13,512.17 to do the same thing.

Driver pay: The reward if hitting bonus every week of the year can mean nearly \$5,000 of additional pay (like running another 12,500 miles in a year at a .40 RPM).

To the company, it more than triples the annual net profit on the truck.

This means more will be shared in the area of benefits to the associates as indirect pay. For the company, it means getting better finance rates, systems, grounds and facilities, and it provides cash buffers for the rainy day fund, and tools and equipment to better our shop support.

I want to be one of the best fleets to work for in our area, fuel is the key to helping us achieve that goal. I will be outlining some refinements for this year's program both here in the newsletter and as a payroll insert.

Make the effort this year. I think we can do even better. It is worth the effort to your bank account!

Aim High in Steering!

Tracy



SAFETY DEPARTMENT

Ryan Logistics has taken the first steps to have Smith System Training available to all drivers. Smith System does not teach anyone to drive, it is intended to give experienced drivers some new concepts to help make them SAFER drivers.

The Smith System provides three primary benefits:

SPACE for the vehicle you are driving

VISIBILITY for the driver

TIME to make informed decisions

Learning & utilizing The Smith System provides these positive results:

Reduced collision potential

Reduced fuel usage

Reduced maintenance

Lower insurance expense

Reduced anxiety and stress

Further information at the Driver Meeting and individual and small group training to follow.

WE WANT YOU!!!

**JUST A REMINDER THAT THERE IS A DRIVER'S MEETING ON
SATURDAY MAY 16TH AT 8:30.**

Log Honor Roll

Ron Adkins*, Gary Ball*, Michael Bracewell*, Bill Brown*, Phillip Carroll*, Randy Cline*, Gayla Coleman*, Kyle Douglas*, Daniel Duke, Bud Dyke*, Sidney Frazier*, David Godwin*, Leonard Hall, John Hastings*, Larry Hendricks*, Ray Hicks*, Ben Hollenback*, James Hudson, Brian Ingram*, Bachar Kassatly*, Paul Lay*, Joe Leicht*, Leon Logan*, Daniel Martinez*, Jim McKenzie*, Jerry Mikell*, Mike Mitchell*, Danny Nichols*, Mark Ogg*, Chuck Ogg*, Nik Petrovski*, Daryl Price*, Justin Pulfer*, Sarah Raper*, Phil Rockhold, Jacob Rothgeb*, Johnny Sanders*, Mike Seyfried*, Jack Sidenstricker*, John Smith*, Jon Spengler*, Bill Spriggs, KT Sullivan*, Brian Tate*, Jimmy Taylor*, Charlie Thomas*, Edison Velez-Barbosa*, Dan Wallace*, David Webb*, Darnell Wiggins, Pamela Wilson*, Tim Woods*, Eddy Baro*, Walter Bernard*, Jim Brown*, Jeryl Eiland*, John Oliver*, Mark Reeb*, Greg Regoli*, Dan Shoemaker*, Seth Shoemaker*, Darren Singleton, Tommy Stacy*, John Yuska*

- Denotes drivers who made the Log Honor Roll for both March and April 2015.

WAY TO GO LADIES AND GENTLEMEN!! KEEP UP THE GOOD WORK!

H/R and Payroll

Welcome to the Ryan Team:

Jimmie Cunningham, Willie Robinson, William Smith

Welcome to the Blitz Team:

Roderick Crowell, Roger Shaver



Reminder:

We are switching over to a new fuel card company, FLEET ONE. If you have not received your new card and checks and / or have any questions or concerns please contact Dave Jacobsen or myself. The new cards will work the same as the old ones with the exception that we can perform all transactions in house so it will be a time saver for you as you will not have to wait for us to call it in and/ or call you back.

"Keep your nose between the ditches and Smokey out of your britches."

Tammy Yelton

SHOP TALK

Finally, spring has decided to stick around and summer is quickly approaching! We all deserve a break from Old Man Winter's bitter grasp. Take the opportunity to do a little spring cleaning on your trucks. These units are home to many of you, treat them as such and besides the basic household duties plan on wiping your interior down and clean the insides of your windows. When you are coming into the shop for a repair, we ask that you remove ALL trash from your truck.

A couple of other important reminders;

- Make sure you unhook your truck and trailer DAILY. Ryan hires someone to wash the trailers and he cannot do his job when the truck is still attached.
- Unhook your truck daily at Rusty's drop yard as well. The space is tight there and again, the trailers cannot be washed if hooked to a truck.
- Park on the pad here at the terminal every time. If you have a question or are unsure where to park please ask someone in the shop or office.
- DEF- as we have stated before, plan to fill up on DEF here. We purchase it in bulk and can get a much better price. Please plan accordingly.
- Please do not hang out in the shop. We enjoy talking to all of you, however, we have a lot to do in the shop and appreciate your consideration on this subject. We don't want to offend anyone, but we ask everyone to please wait in the break room. There is TV, internet connection, vending machines and a shower that you can utilize.

We appreciate your help with the above items.

Keep rolling,

The Shop



CONGRATULATIONS TO ALL HIGH SCHOOL AND COLLEGE GRADUATES!

BEST WISHES FOR A HAPPY AND SUCCESSFUL FUTURE!



Ryan Logistics celebrated a milestone this spring. On Friday, May 1st we celebrated our 15th year of business. Thank you to everyone who has helped Ryan accomplish this. We proudly boast that we have the best staff and drivers in the industry. With everyone's support we will continue rolling for many more years to come!



One on one with... *Chuck Ogg*

31 years ago Chuck Ogg took a ride in his brother in laws semi, it was the beginning of a long and successful career. Ryan was lucky enough to hire not only Chuck but also his brother Mark nearly 3 years ago. Chuck, as mentioned by Tracy was the winner of Ryan's Year One Fuel Bonus. He was humble and almost shy in wanting to discuss his accomplishment. When I interviewed him, I felt as though he prefers not to be in the spotlight. But he most deserving of the not only the attention but the bonus's as well. He attributed his use of the common "cruise control" in reaching the goal. "It keeps everything rolling at a more consistent rate. And eliminates the fluctuation in fuel usage." He also shuts his truck off while waiting in the dock and watches his acceleration rate.

When I asked him about the changes in industry over the past 31 years, he noted that one thing that he has noticed changing the most was communication. Before drivers would talk to each other on C.B.'s. Now it seems the only time they are using them is when there is an accident. Hands free, Qual Comms and GPS have definitely changed the way drivers communicate. He said that the equipment is definitely improved for the better. And not a fan of paper logs, Chuck has learned to like E Logs. I asked him what he enjoys most about being a professional driver, "Every day is different. I love getting the opportunity to travel and see our beautiful country!"

The 411 on Chuck:

Family: 3 Daughters and 7 grandchildren

Hometown: Lancaster, OH

Buckeye fan? "Of Course!"

Favorite food: Steak cooked in gravy

Favorite movie: Missing In Action/ Chuck Norris movies

Favorite hobby or pastime: Camping

