



G & P TRUCKING COMPANY, INC.

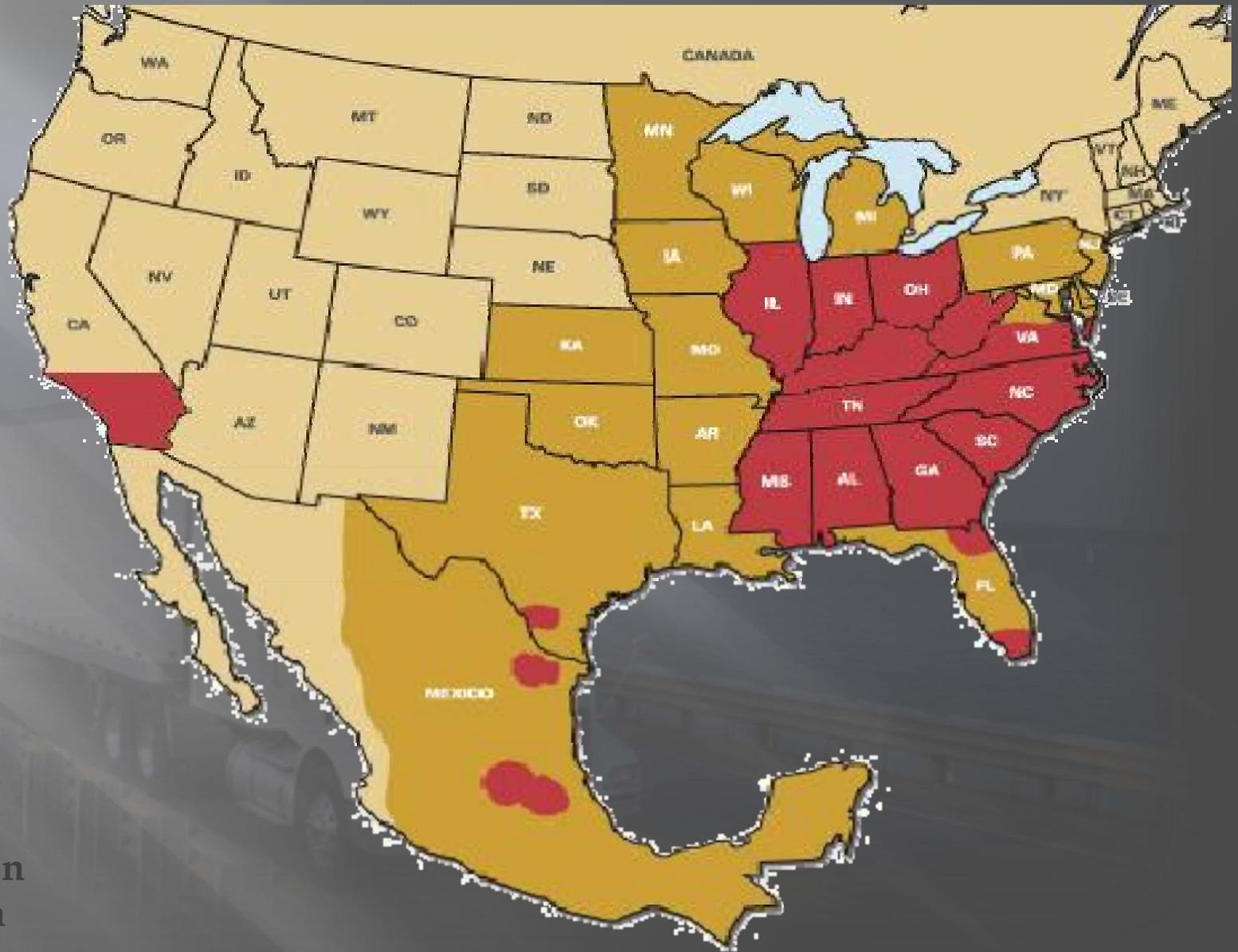
TRUCKING – HOW HARD CAN IT BE?





G & P Trucking Company, Inc.

- Established in 1936
- G & P's name came from Grendel and Panola
- G & P's Nickname in the late 70's
- Purchased in 1986 by Mr. W. T. Cassels of SEFL



- Columbia
- Charlotte
- Greer
- Atlanta
- Memphis
- Norfolk
- Charleston
- Savannah
- Laredo



Service Offerings

Regional Truckload

Interregional Truckload

Regional Intermodal

Seamless Mexican Service

Expedited

Dedicated / On-Site Switching

Brokerage / Logistics

Warehousing

Cross Dock



Service History

- Recipient of more than 100 Quality and Service Awards
- Milliken & Company Distinguished Supplier Award since 1991
- Lowes' Gold Carrier Award since 2000 consistent on time delivery above 99.5
- BMW on time delivery 99.8 since 1995
- Distinguished Service Awards
 - Eastman Chemical
 - Kosa
 - Celanese Acetate
 - Primester
 - Wellman Inc.
 - Sam's / Wal-Mart
 - W W Grainger
 - Owens Corning Fiberglass



Safety Awards

- G & P has won more than 40 safety awards since 2000 from the ATA, SCTA and TCA





Operations Systems

- Dense Terminal Network
 - Re-power Capabilities
 - Secured Trailer Storage
 - 24-7 Central Dispatch
- Local Dispatch at Port Terminals
- Innovative Enterprise Software
- Qualcomm Mobile Satellite Communications
 - Full EDI Capabilities
- Web Tracking and Tracing
 - Customized Reporting



Equipment



600 Tractors less than 6 years old



1500 53ft Swing Door Trailers less than 8 years old



Struggles we face in our day to day business

• Rising Fuel Cost

How is fuel surcharge determined?

- Base rate for fuel
- Fuel is \$4.14 per gallon
- Trucks average 5 mpg
- No compensation for empty miles or when driver in sleeper resting

• Driver Shortage

Who will be the next group of truck drivers?

Why is there a driver shortage?

- Drivers have moved to construction/whse
 - Long Days
 - Lack of Home Time
 - Hourly rate vs. Mileage rate
 - 14 hours on duty - 11 hours of driving



Driver Pay

- Independent Contractor are paid mileage or percentage
- Company Drivers are paid either hourly or mileage and percentage





Government & Agency Regulations

1. Homeland Security

- TWIC - Transportation Worker ID Card
- TWIC - Train Wreck is Coming!
- Every driver that enters the ports
- Anyone that goes into port on regular basis
- (More than 3 times per year)
- As of April 1, 2008 only 10% of all drivers had secured their TWIC
- (twicprogram.tsa.dhs.gov)

TWIC allows you to enter the port unescorted

- Because of cost restrictions escort availability will be limited

2. EPA
3. OSHA
4. Fees & Taxes



Doing Business in Virginia

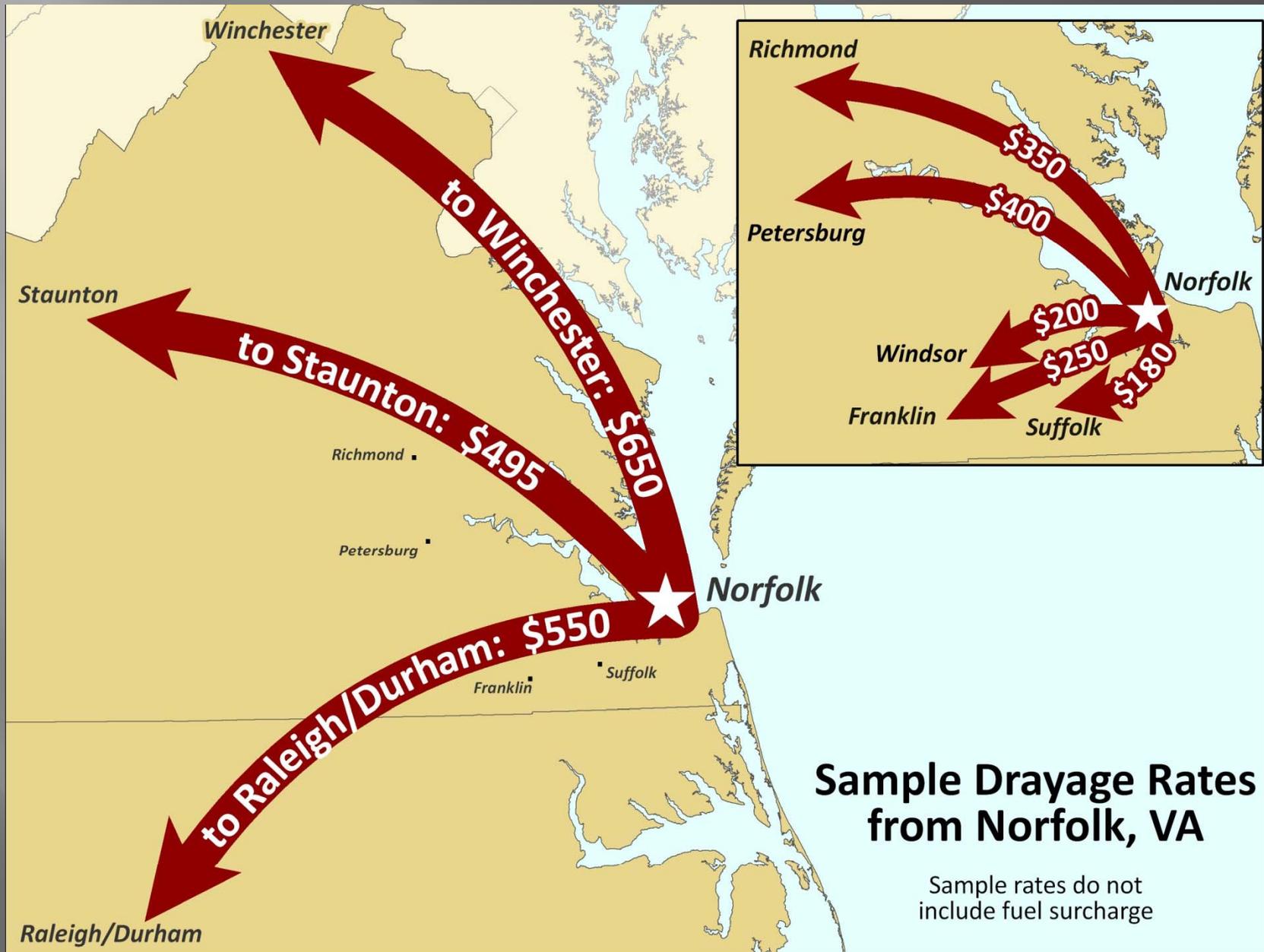
- Drayage - Moving containers to customer
- Transloading - Container to a Van
- Competition - DD Jones, BTT & Lightning Transportation
- 5.2 million in 2007
- Growth areas of imports/exports have increased due to the weak dollar
- Container turn time - 1.5 hours
- Pricing
 - Minimum charge (which is time related)
 - Other is by mileage
- Accessorial Charges
 - Overweight
 - Haz-Mat
 - Driver Delay
 - Per Diem
 - Demurrage
 - (Hidden Maintenance Cost after the container comes out of the port)
- Virginia Customers
 - Celanese
 - Lowes
 - Phillip Morris



Doing Business in Virginia

- **Local Issues**
- **Hampton Blvd is closed after 4:00 pm for trucks**
- **Pre-enrollment for TWIC - Cost is \$130.00**
- **Fuel Cost is the biggest concern for independent contractors**
- **Truck Registration - Many I/C will shut down**





Sample Drayage Rates from Norfolk, VA

Sample rates do not include fuel surcharge



Questions ?

