



On The Road

Published Quarterly

Inside This Issue:

New Agent	2
Driver Recognition	2
Veterans	2
Violation Free Inspections	2
Top Drivers	3
Top Agents	3
Things Change	3
Remembering Those We Have Lost	3
Fuel Tax	4
Driver Excellence	5
Improved Discount!	5
Flu Shot!	5
2290 Form	5
Drivers Birthday	6
Safe Driving Awards	6

President's Letter

Greentree Transportation Company's third quarter sales revenue was \$10,887,000 versus 2016's third quarter sales revenue of \$13,745,000, or 79% of the previous year's quarter. Revenue for July was \$3,269,000, August was \$3,844,000 and September was \$3,774,000. Year to date, Greentree Transportation sales revenue was \$31,794,000, or 78% of the previous year's nine month revenue.

TII's revenue on a consolidated basis with the addition of Jones Motor Freight was \$82 Million, up from \$51 Million in the 3rd Quarter of last year! Our affiliation with Jones and our improved ranking among the top carriers in the country is bringing in some additional customer inquiries, which will result in additional freight for all of us.

As we start the fourth quarter, the economy seems to be moving forward ever so slowly. The stock market remains high, interest rates remain low, used equipment is still retaining its values and a barrel of domestic oil is currently priced at approximately \$47.00 a barrel. In addition, the housing market pricing continues to increase in certain markets of the country and individual investment and retirement portfolios have also remained high in value.

Oil and gas has started to come around a little in September and we look for it to continue to become stronger as prices remain above the \$45.00 barrel amount.

With the addition of Jones Motor Freight, we have more equipment and freight available to our owner operators and agents to increase their individual revenue in the fourth quarter.

We remain financially strong and positioned to capitalize on the economic growth we see in the near future. Thanks to our owner operators, agents and employees for their continued dedication. Once again it's been a privilege to work with such a solid group.

Sincerely,

GREENTREE TRANSPORTATION COMPANY

Kenneth E. Slafka
President

Welcome New Agents

Cruz Enterprise
 Bear, DE 02-6
 Ron Brown

Charles L Genthner
 Kemp, TX 95-8
 Charles Genthner

Driver Recognition

Congratulations To:

Randy Beacom

The above driver was recognized for providing exceptional service and having a professional attitude. If a customer and/or agent acknowledges a job well done by one of our drivers, please let us know so that we may let that driver(s) know what an exceptional job he or she has done.

5-Year Veteran

Congratulations are in order to the following driver for becoming a 5-year veteran with Greentree Transportation Company.

<i>Driver</i>	<i>Date</i>
Charles Lewis	11/14/2011
Thomas Weaver	11/14/2011
Jeffery Borders	11/15/2011
Dale Matlack	12/20/2011

As a token of our appreciation, they will receive a Greentree Transportation Company 5-year veteran jacket.

Congratulations and thanks for a job well done.

15-Year Veteran

Congratulations are in order to Shane Huffstickler and Frederick Mitchell for becoming 15-year veterans with Greentree Transportation Company. Both Shane and Frederick joined the Greentree "family" on December 13, 2001.

As a token of our appreciation, both Shane and Frederick will receive \$750. Congratulations and thanks for a job well done.

20-Year Veterans

Congratulations are in order to the following drivers for becoming 20-year veterans with Greentree Transportation Company.

<i>Driver</i>	<i>Date</i>
Charles Sanderson	11/07/1996
Karl Schrage	12/03/1996
David Heinemann	12/12/1996

As a token of our appreciation, they will receive \$1,000. Congratulations and thanks for a job well done.

Violation Free D.O.T. Inspections

The following owner operators have received a VIOLATION FREE D.O.T. INSPECTION.

<i>Driver</i>	<i>State (Province) Inspected</i>	<i>Level</i>
Keith Alexander	TX	2
Harlan Call	NV	2
Abraham Clark Jr.	NM	1
Thomas Cordner	NY	1
Alan Couch	CA	1
James Davis	WV	3
Lynn Dennis	MS	2
William Eastman	MI	3
Jose Fernandez	TX	2
Fred Fishbeck	AR	2
Thomas Gierke	IL	3
Antonino Gonzalez	TX	3
Gary Groesbeck	SD	2
Charles Groesbeck Jr.	OH	3
Sergio Guerra Jr.	NM	2
David Harer	IN	2
David Harer	IN	3
Donnie Harvey	NM	2
David Heinemann	WV	3
Kerry Jackson	MT	3
Ricky Lehew	ND	3
Roy Lenover	IA	3
Kenneth Morris	MD	2
Derald Mueller	WA	2
Harold (Bud) Nelson	NC	2
Harold (Bud) Nelson	PA	1
Timothy Plubell	NC	3
Timothy Plubell	NY	2
Johnny Pruitt	TN	2
Roman Rabij	TX	3
Mitchell Schaffer	TX	2
John Tvrdy II	IA	3
Michael Walters	IL	3
Clifford Watkins	NY	2
Paul Wessel	MS	2
Paul Wessel	IL	3

Great job on behalf of these owner operators!



TIRE CHAIN SEASON IS HERE!

FOR A COMPLETE LIST OF TIRE CHAIN LAWS IN EACH STATE, SEE OUR POSTING ON TILT

Top Drivers for the 3rd Quarter 2016

Top Flatbed

	Unit #	Domicile
Ed Kuehl	41969	02-2 Georgetown, DE
Ben Kost	71731	72-0 Springboro, OH
Antonino Gonzalez	41930	95-5 Houston, TX
John Lenover	41860	51-1 St Peters, MO
Matt Duenke	71479	40-0 Irmo, SC
Szymon Olszewski	71668	34-2 Temperance Vale, NB

Top Stepdeck 2-Axle Trailer

Andre Arnold	41799	49-9 East Troy, WI
Tim Vis	FLA99038	71-7 Youngstown, OH
Dave McConahy, Jr.	71343	76-4 Wampum, PA
Steven Keeney	41946	06-2 Aurora, CO
Bill Eastman	91387	22-5 Manton, MI
Earmon Hagan	FLA07117	94-4 Houston, TX
Roger Newsom	71506	06-2 Aurora, CO

Top Stepdeck 3-Axle Trailer

Luis Guerra	41925	15-1 Bakersfield, CA
Gary Groesbeck	71424	70-1 Findlay, OH

Top DoubleDrop 2-Axle Trailer

Richard Mayo	41894	71-9 Springboro, OH
--------------	-------	---------------------

Top DoubleDrop 3-Axle Trailer

Matt Kolb	41553	91-3 Keyesport, IL
Fred Fishbeck	41692	94-8 Nacogdoches, TX

Top DoubleDrop/Stepdeck 3-Axle Trailer/4-Axle Tractor

Rick Lowe, Jr.	41798	51-1 St Peters, MO
----------------	-------	--------------------

Top Stretch DoubleDrop/Stepdeck 3-Axle Trailer

Randy Quick	41478	13-4 Alhambra, IL
-------------	-------	-------------------

Top Specialized Equipment

Jim Hornsby	91267	06-2 Aurora, CO
Shawn Schindler	41614	94-4 Houston, TX
Michael Bonde	41916	51-1 St Peters, MO
Shane Huffstickler	41924	94-8 Nacogdoches, TX

Top Revenue Agents 3rd Quarter 2016

	Terminal
Osage Specialized Transport	06-2 Aurora, CO
TR Beck Ltd	94-4 Houston, TX
M&M Trucking	15-1 Bakersfield, CA
HM2 Corporation	13-4 Alhambra, IL
Rocket Too Inc.	51-1 St. Peters, MO
C & R Enterprises	02-4 Magnolia, DE
Innovative Heavy Haul	94-8 Nacogdoches, TX
M & D Logistics	85-8 Jacksonville, FL
Buffy's Expedited Trucking, LLC	71-9 Springboro, OH
Grand K Transport	71-7 Youngstown, OH
JACO Leasing Company, Inc.	49-9 East Troy, WI
Sonrise Logistics	77-4 Fombell, PA
TNF Transport LLC	22-9 Mount Pleasant, MI
M & M Transportation	06-1 Laguna Beach, CA
PS Leidy Trucking	77-9 Blairs Mills, PA

"Things Change"

I'm sure that during your time on the road, you've come across a load where the original terms that you have agreed to have changed. We want to make sure that you get paid what you deserve if the dimensions, origin, destination, or any other load particular puts you into an unenviable position. You can help our agents to secure a higher rate by not loading until discussions on the new price are complete and a new rate has been put into WRITING. This puts Greentree into a position of power in the negotiation process as loads are generally time sensitive and customers do not want to lose a truck.

Once you pick up the load, it is much harder to negotiate a rate. Not delivering or "holding a load hostage" is often put in contract verbiage and can get Greentree and our contractors into serious legal trouble.

Help us help you. Don't get loaded until we secure the price that you want.

Remembering Those We Have Lost

Greentree Transportation Company would like to honor those that we have recently lost.

Ray Strubhar (GT055) served as an agent with Greentree since 2003.

Ray will be sorely missed and our sympathies go out to his family.

Fuel Tax

There has been much discussion of the changes made to the Greentree fuel tax program.

A couple important points:

- Ken Lacey is looking into adapting the current program into having different groups based upon the number of axles. This will allow each group to have its mileage calculated at a rate appropriate to actual performance.
- By understanding the fuel tax included in the pump price coupled with the strong fuel discounts provided by Greentree, you can significantly reduce, or even eliminate, your fuel tax liability. For example, Indiana has a low pump tax (\$0.16/gallon) compared to Pennsylvania (\$0.64/gallon). Remember, fuel tax is “pay me now or pay me later.” Tax not paid at the pump will be assessed by IFTA later.
- By buying the amount of fuel to match your miles driven in each state, you can save yourself considerable expense. Please review the attached sample fuel tax calculation showing where fuel purchasing actually zeros out the fuel tax liability.
- Buying fuel in higher fuel tax states can create a credit to offset fuel purchases in lower fuel tax states. Where you create a credit by fuel purchasing, we will carry that forward each month. Please see the attached state by state fuel tax table for each state’s fuel tax pricing. Please note, while we enjoyed providing the former fuel tax program, we switched to our present program due to many contractors only buying fuel in lower fuel tax states, which created a large liability for us.
- **FUEL DISCOUNTS!!!** Please also be certain to check the daily fuel discount on TILT provided through TA/Petro, (\$0.07-\$0.49/gallon) Pilot, Flying J (\$0.09-\$0.42/gallon), and Loves (\$0.15/gallon). Note: Prices fluctuate daily. These are excellent discounts you should be taking advantage of every day. There is no daily updating on TILT. The discount amounts are status, but the OPIS price can change daily, by location. The easiest way to track that is with the Fuel Book app, using our company code 8100.

We look forward to continue to work with you in order to minimize your fuel tax cost. As always, we appreciate you and are thankful for having each of you as part of our team. Please drive safely!

Example:

MILES	STATE	TAX RATE	TAX OWED	GALLON OF FUEL NEEDED TO BREAK EVEN
500	PA	0.64	\$64.00	100
500	OH	0.28	\$28.00	100
500	WV	0.332	\$33.20	100
1,500				300
MPG: 5.0				

Please note the even spread of fuel in each state. We know this isn’t always possible. What’s important to note is if no fuel was purchased in PA given its high fuel tax amount, a liability could be created. For example, if the 100 gallons in PA were purchased in OH at \$28, the resulting tax liability for this trip would be PA tax for miles run \$64 less actual tax paid at pump in OH \$28, therefore you have a tax liability of \$36.00.

Driver Excellence

The following drivers have been violation free on their log sheets for the months of June, July & August:

June	July	August
Jeff Borders	Randy Beacom	Ricky Lowe
Ray Bowling	Jeff Borders	Arturo Mata
Ron Brenneman	Ray Bowling	Dale Matlack
Abraham Clark	Ron Brenneman	Johnnie McKenzie
Robert Clevenger	Robert Clevenger	Kenneth Morris
Grant Cole	James Cooley	Derald Mueller
James Cooley	William Eastman	Leland Schmitt
Buckey Dudley	Joseph Hare	Ronald Schroeder
Steven Gammage	David Henney	Russell Scott
Tom Gierke	James Hill	James Shaffer
Ray Greer	Dale Irwin	Mathew Simpson
Sergio Guerra, Jr.	Aaron "Raymond" Jackson	Jon Slack
Joseph Hare	Chad Keeling	Miroslav Tous
Ellen Jorgenson	Keith Keeling	Delmar Ulsh
Dave Heinemann	Michael Kidd	Karl Walter
David Henney	Edward Kuehl	Danny Wilburn
Real Houle	Don Lester	Michael Workman
Michael Jack	Ricky Lowe Jr	
Chad Keeling		Ray Bowling
Keith Keeling		Ron Brenneman
		Robert Clevenger
		Grant Cole
		James Cooley
		Jerry Cooper
		Alan Couch
		Steven Gammage
		Robert German
		Tom Gierke
		Sergio Guerra
		David Heinemann
		James Hornsby
		Aaron "Raymond" Jackson
		Syed Jaffery
		Dennis Kleinz
		Edward Kuehl
		Russel Lee
		Charles Lewis
		Dale Matlack
		Johnnie McKenzie
		Bryan Merkle
		Darren Merkle
		Bernie Merkle
		Kenneth Morris
		Wade Napier
		John Porter
		Carl Robertson
		John Rutherford
		Brian Sabol
		Leland Schmitt
		Karl Schroeder
		Ronald Schroeder
		Mathew Simpson
		Richard Stangl
		Michael Stevenson
		Miroslav Tous
		John Tvrdy II
		Delmar Ulsh
		David Vooris
		Michael Walters
		Ralph Way
		James Willard
		Brian Wishard
		Howard Wright

Improved Discount!

Good news! Transport Investments has negotiated a revised fuel discount with Pilot & Flying J truck stop chains. All Pilot & Flying J locations are now offering a "Cost + 1" discount. That means whatever Pilot & Flying J paid for a gallon of fuel, they will only add \$0.01 to it for their sales price to you!

Don't forget, you can use the Fuelbook app on your smart phone to find the exact price per gallon that you would pay on any day at any truck stop. If you have any questions about Fuelbook please contact Central Dispatch.

Flu Shot!

Don't let the FLU BUG get you this Winter. Get a flu shot now to significantly reduce the chances of getting the flu. Consider this:

- There is no truth to the rumor that flu shots cause the flu.
- Most drug store chains now offer flu shots, even on weekends and in the evenings.
- If you have health insurance, it may cover the cost.
- Even if you have to pay for the shot, that cost will be far less than your loss of income if you can't work for a day or two.
- Don't care about the pain and discomfort of having the flu? It can get worse. The Center for Disease Control (CDC) estimates deaths in the United States as a result of the flu in a recent 10-year period as a low of 3,000 in one year to a high of 49,000 in another year.

2017 2290 Form

Time to start thinking about next year's plate. Owners ops who have our IL plate, please make sure your 2017 2290 is turned in to Jennifer Dempster in the Safety Department no later than the end of December. Renewing the plates starts at the end of January to ensure your plates are renewed, received from the state and forwarded onto you in a timely manner.

Current registration will expire March 31, 2017. If you wait until the 1st week of March, there is a chance we will not be able to renew your plate and have it back in time, which means you could be sitting.

If you paid the 2290 at an IRS building, the stamp MUST be clear and the VIN must be correct. If you paid the 2290 online we need the original email they will send to you. It will have an EFILE stamp in the middle of the page. Please email to safety@thetii.com. The EFILE stamp must be clear. Please make sure the VIN is correct as well. In the event the vin is even one letter or digit off, you will have to pay to amend it.

If you haven't paid your 2290 yet, there will be a penalty as it should have been paid by September 1st. Any questions please call the Safety Department 412-490-6040 option 3.

Happy Birthday To Our Drivers

October

Clea Taylor	October 3
Brad Booth	October 4
Kenneth Morris	October 4
Dale Matlack	October 6
Jeff Norris	October 6
Rudy Ruiz	October 8
Glenn Magner	October 10
Thomas Ragsdale	October 11
Fred Fishbeck	October 14
Vernon Taylor	October 14
Real Houle	October 15
David Vooris	October 17
Howard Wright	October 17
Benjamin Kost	October 18
John Moser	October 19
Terry Posey	October 19
Ronald Kidd	October 20
Terrance Johnson	October 24
Leland Schmitt, Jr.	October 24
Mathew Simpson	October 24
Michael Pfistner	October 31

November

Timothy Moore	November 3
Jimmy Peek	November 5
Michael Knaub	November 8
Scott Kost	November 8
Karl Walter	November 8
Craig Andersen	November 9
Bryan Merkle	November 9
Ricky Lowe	November 10
Michael Kidd	November 11
Leonard Edmonson	November 19
Mitchell Schaffer	November 20
Keith Alexander	November 23
Michael Jack	November 24
Orville "Dale" Irwin	November 25
Randall Quick	November 28
Murry Syfert	November 28
Michael Workman	November 28
Timothy Vis	November 29
Charles Lewis	November 30
Richard Sanders	November 30

December

Gerald "Jerry" Mitchell	December 1
Thomas Weaver	December 3
Hubert "Edwin" Pruitt	December 4
Carl Robertson	December 6
Michael Walters	December 7
David Heinemann	December 11
Michael Shafer	December 11
Donnie Harvey	December 17
Charles Groesbeck, Jr.	December 20
Roy Lenover	December 21
Richard Balderson	December 26
Gordon Zellner	December 28
William Leach	December 30
Robert Record	December 30

We are on the web!
www.thetii.com

2016 Third Quarter Safe Driving Awards

The following drivers have qualified for the Safe Driving Awards Program for the Third Quarter of 2016:

1 Year—Road Atlas

Michael Bonde
James Davis
Sean Lambing
Hubert "Edwin" Pruitt
Ralph Way

2 Year—Binder

Earmon Hagan
James Hill

3 Year—Greentree Watch

Michael Walters

5 Year—\$250

Murry Syfert
Michael Workman

7 Year—\$350

Richard Balderson

8 Year—\$400

James Hornsby
Randall Quick

10 Year—\$500

Matthew Budde
Howard Wright

14 Year—\$700

Johnnie McKenzie

17 Year—\$850

Roger Newsom