

THE TURNER & HAMRICK EXPRESS



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Turner and Hamrick, LLC is an Independent Insurance Agency serving Alabama and the southeastern United States. Protecting you and your business is our only focus. Enjoy the expertise, commitment, and professionalism that assures you will receive not only the best premiums, but also the finest service throughout your policy year.

Driver Shortage Looming?

According to Noel Perry, a senior consultant with FTR Associates, the trucking industry could be in a bit of a rough patch driver-wise for the next two years. Speaking at an FTR online freight outlook seminar on April 8th, Perry stated that a driver shortage could reach up to 200,000 this year and swell to as much as 400,000 in 2011 and 2012.

Perry attributed his findings to the weakened economy of the past few years which forced many carriers to cut drivers and remove trucks from the road in efforts to stay afloat. The FTR analyst noted that these same carriers have been slow to reverse the trend. Now,

with the economy starting to show signs of recuperating, Mr. Perry believes that unless carriers start adding drivers soon and quickly, they will not catch up to effectively match the amount of manufactured goods that will need distribution in the near future. And even if they do, Mr. Perry states that increased government regulation of drivers, coupled with the time it takes to process new drivers (drug tests, training, etc.) will make it all the more difficult for the trucking sector to catch up.

Perry also noted that the FMCSA's new carrier safety management system, CSA2010, will also sideline many drivers and increase the time it takes

for carriers to process new employees.

For the next few years, the trucking economist forecasts a growth of 4 to 6 percent in the trucking sector. And while these numbers are relatively good when compared to the last few decades, they are slightly conservative when measured against recent upturns where growth reached 10 percent or more. He also noted that, currently, market shipping rates are tracking with rates from 2006 and 2008 and that the number of trucks competing for freight is at an equilibrium for the moment.

Feds Ban Truckers From Texting While Driving

It may seem like a no-brainer to some, unfair to others. A new federal law that went into effect January 26, 2010 prohibits all interstate commercial drivers, including drivers of semis, from texting while driving. The ban carries fines of up to \$2,750 with the hope of reducing the number of

crashes caused by distracted driving. In 2008, the U.S. Department of Transportation said 6,000 people were killed and 500,000 people were injured in crashes caused by distracted driving. You may wish to remind your drivers of the new law to help them become safer drivers and to have fewer

claims, which will help keep rates lower in these difficult economic times. To learn more about the ban and other USDOT efforts to combat distracted driving, visit www.distraction.gov.

FMCSA DELAYES CSA 2010 IMPLEMENTATION TO 2011

Full implementation of Comprehensive Safety Analysis 2010 will be delayed to 2011, the American Trucking Associations said Thursday, April 1. The Federal Motor Carrier Safety Administration's original plan was to begin implementing the program in July 2010 and to have all states fully functional by December of this year. ATA says it now appears that although certain phases of CSA 2010 will begin this fall, full implementation will not be completed until spring 2011 or perhaps summer 2011.

FMCSA spokesperson Candice Tolliver says that as part of the agency's commitment to launch a comprehensive and effective CSA 2010 program, FMCSA is in the process of incorporating the feedback received from partners and stakeholders in the CSA 2010 pilot states. Tolliver says FMCSA expects to issue a Federal Register notice in the coming weeks that will address the CSA 2010 implementation timeline and data preview for commercial motor carriers.

ATA says that as announced on its free member webinar on CSA 2010 earlier this week, FMCSA plans to provide motor carriers with a limited preview of their CSA 2010 data beginning on April 12. ATA says it will provide members with instructions on how to access their data as soon as these details become available; while this preview will include carriers' safety events (roadside inspections and crashes) and resulting violations, it will not reflect carriers' scores in each of the Behavioral Analysis and Safety Improvement Categories (BASICS).

FMCSA also announced that beginning Nov. 30, motor carriers and the general public will be able to view more complete CSA 2010 Carrier Safety Measurement System (CSMS) data, including scores in each of the BASICS, according to ATA; however, as previously indicated, the public will not be able to view the Crash Indicator scores because of concerns about the quality of the underlying crash data.

ATA also says that FMCSA on Nov. 30 will begin issuing warning letters to deficient carriers, but will not utilize the full range of CSA 2010 interventions; instead, FMCSA will use the CSMS (instead of Safestat) to prioritize motor carriers for standard onsite compliance reviews.

Article printed from Commercial Carrier Journal: <http://www.ccjdigital.com>

URL to article: <http://www.ccjdigital.com/fmcsa-may-delay-full-csa-2010-implementation/>

CENTRAL ANALYSIS BUREAU LETTERS

The Central Analysis Bureau (CAB) has been sending letters to motor carriers asking them to share financial information, hinting that their insurance carrier is requiring this information. The letter solicits trucking companies to submit operational and financial information to CAB to aid in their development of motor carrier ratings.

Turner & Hamrick is not affiliated with the Central Analysis Bureau, nor do we sponsor or participate in their studies. You are under no obligation to comply with this service.

KEY EMPLOYEE: LYNN JACQUES

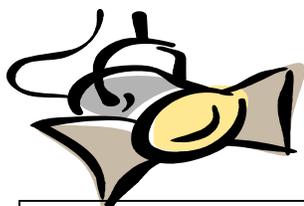
Turner and Hamrick would like to congratulate Lynn Jacques for being the key employee of the month. Mrs. Jacques has been servicing many of the company's clients for the past 10 years.

Mrs. Jacques is very dedicated to her work. "I love talking with customers and developing a relationship with them. I would never want to be in any other position besides CSR," she said. Mrs. Jacques looks forward to developing new relationships with clients in the future.

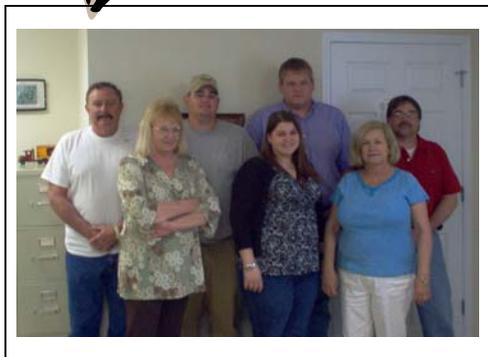
Since 1994, Mrs. Jacques has been working with Bill

Hamrick. She is a Troy native and attended Troy State University. Mrs. Jacques has a CISR and is currently working on her Star Designation from Great West Casualty Company.

Mrs. Jacques spends her time outside of work with her husband of 17 years, Travis, 14-year-old daughter Jordan, and her stepchildren, 20-year-old Kristian and 22-year-old T.J. Working with the youth at Goodhope Baptist Church also takes up some of Mrs. Jacques' time. She loves Auburn football, vacationing in the mountains, and Nascar driver Kasey Kahne.



CLIENT SPOTLIGHT: S & A TRUCKING COMPANY, LLC



Turner & Hamrick is proud to recognize S & A Trucking Company, LLC, as the client spotlight this quarter. S & A was formed in April of 2005 by Steve Peterman and his son, Adam. The Peterman's had a long history in agriculture, so it made sense that they entered into the trucking industry by hauling what they knew: farm products.

While the company may have organized with just two tractors pulling a hopper bottom and an open top, it didn't take the Peterman's long to realize that they wanted to expand their operation. In February of 2006, S & A decided to dabble in the dry van business, and that decision caused a major shift in the make-up of their company. They still have the hoppers and open tops, but the bulk of their operation consists of dry van freight.

In May of 2006, Adam bought his father's portion of the company. Steve, along with his wife, Colleen, decided in February 2007 to re-enter the trucking industry, but on the brokerage side. Together, they began Southern Freight Brokers. In April of 2008, they also decided to open an "in house" factoring company, SEP Factoring Company.

As of today, Adam and his staff have grown S & A to nine company trucks and 11 owner operators and are looking to expand their owner operator fleet. In 2009, Steve and Colleen closed the brokerage operation, but at the beginning of this year, Adam decided that, if he could find the right agent for the job, he would re-open Southern Freight. In February he hired Ron Ellis and the brokerage is now back in business, growing and looking to connect with more carriers. Ron can be reached at 334-677-3123.

Turner & Hamrick would like to thank S & A Trucking Company, LLC, along with all of our clients and business associates, for their friendship and their trust in us to service their insurance needs.

Turner & Hamrick LLC

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