



AAPA Shifting International Trade Routes Program Highway Perspectives

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CTL Transportation, LLC
(a subsidiary of Comcar Industries, Inc.)





Comcar Industries, Inc.

- Founded in 1953 by Guy Bostick as Commercial Carrier Corp. in Auburndale, FL
- Comcar is currently led by Mark Bostick, son of the founder
- Since then, Comcar has expanded into four specialized trucking companies:
 - CCC Transportation, LLC, Auburndale, FL (dry bulk, van, dedicated)
 - CT Transportation, LLC, Savannah, GA (flatbed)
 - CTL Transportation, LLC, Auburndale, FL (liquid bulk chemical)
 - MCT Transportation, LLC, Sioux Falls, SD (van, foliage, refrigerated, dedicated)
(Note: In 2013, Comcar subsidiary Willis Shaw Express was merged into MCT)
- Comcar Industries, Inc. is the 77th largest For-Hire Carrier*

* Transport Topics Top 100 For Hire Carriers, July 13, 2015





CTL Transportation, LLC

- Founded in 1964 in Mulberry, FL to serve the needs of the Florida phosphate industry. Acquired by Comcar Industries, Inc. in 1985
- Today headquartered in Auburndale, FL with chemical operations throughout the Southeast, Gulf Coast, and parts of the Midwest
- Serving the needs of the industrial and specialty chemical industry with services that include local, regional, long-haul, and dedicated
- Chemical customer partnership examples: Solvay, Evonik, and Dow
- Reputation for providing industry leading levels of safety and service
- In November 2015, the American Chemistry Council awarded CTL with the prestigious Responsible Care Partner status



Trucking Industry's place in U.S. Economy

- Nearly 70% of all the freight moved in the U.S. goes on trucks *
- To move 9.2 billion tons of freight annually requires nearly 3 million heavy-duty Class 8 trucks and over 3 million truck drivers *
- Consume over 37 billion gallons of diesel fuel in the process *
- Growing intermodal collaboration with maritime and rail partners:
 - International freight: trucks perform first/final drayage miles (maritime)
 - Domestic freight: trucks play intermodal drayage role (rail)
 - Congestion is a common nemesis for truck, rail, and maritime companies

* Source: American Trucking Association (ATA)

Trucking Industry's Greatest Challenges *

#1 – Acquiring and maintaining the necessary driver resources

- Today's truckload driver turnover rates are at record levels
 - 2009 = 50%
 - 2010 = 52%
 - 2011 = 83%
 - 2012 = 98%
 - 2013 = 98%
 - 2014 = 95% (through end of Q3)
- Current driver shortage is nearly 48,000 by end of 2015
- Average truck driver age is 49 y.o. vs. 42 y.o. for all U.S. workers
- Average 6% women truck drivers vs. 47% women U.S. workers
- Truck driving is viewed by applicants as a career of “last resort”
- Mandatory ELD ruling will be a headwind to driver capacity
- High cost of acquiring, training, and deploying new drivers into service

* Source: Bob Costello, Chief Economist, ATA

Some actions that can be considered *

- Driver pay is rising 8-15%/year and sign-on bonuses are commonplace
- Possibly lower interstate driving age from 21 to 18
- Hiring our Heroes (returning military)
- Companies can reimburse cost of acquiring CDL
- Better driver treatment is of growing importance
- Highway congestion – fix traffic bottlenecks (paid for by fuel tax increases)
- Driver shortage is expected to get worse before it gets better (it is expected to reach 175,000 by 2024)
- Over the next decade, the trucking industry will need to hire 890,000 new drivers (average 89,000 per year), 45% to replace retiring drivers, 33% industry growth

* Source: Bob Costello, Chief Economist, ATA

Infrastructure Headwinds for Truckers

- Driver capacity acquisition and retention
- Universal implementation of ELDs across all truck fleets
- HOS changes
- Demographic realities and marketability of trucking careers
- Addressing highway congestion - debottlenecking
- New Technology to improve both MPG and emissions
- External recruiting competition – blue collar construction jobs
- Driverless trucks – myth or future reality
- Continued capital reinvestment in tractor and trailer fleets

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