



Thinking Ahead
Moving Forward~

Quarterly Newsletter

Volume: 1 Edition: 4
Winter 2014

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Executive Corner



Amanda Hall,
Director of Safety

As we wrap up 2014 and look forward to prospects and resolutions for 2015, it's a perfect time to analyze your role in ASF's safety culture and make a commitment to improve upon it in the coming New Year.

Safe driving is as much common sense as it is a skill to be learned and improved upon. Let it be said that professional drivers already know how to drive safely: They know how to obey traffic signals and signs, drive defensively, obey posted speed limits and drive courteously by not insisting on the right of way. They also know that consuming or being under the influence of alcohol and or drugs is not only illegal while driving, but also very dangerous for the professional driver and the motoring public. But, amidst the hustle and bustle of a business day, as drivers must meet scheduled appointments, check messages, and return calls, safe driving thoughts sometimes tend to move to the back of the line.

Our company's safety culture is a direct reflection of how contractors and employees perform their daily job functions, make decisions, follow practices and conduct themselves. The success of our safety culture is not based solely on our drivers and safety department, but is dependent upon a team effort. All of us are members of this team, with a responsibility to communicate safety at every level of this organization.

Safety should not only be a priority but a core value.

Regards,

Amanda Hall, Director of Safety



ASF Offices

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Contractor News

Winter Vehicle Safety

Operating your vehicle safely is important every day, but the winter season poses some special safety challenges to keep in mind.

- ◆ **Know the Weather** – Be mindful of weather conditions by paying close attention to the forecast before heading out on a journey. Also keep up with forecast changes while you are traveling. What starts out as a nice day could end up as one where you will face very hazardous conditions.
- ◆ **Keep Glass Surfaces Clean** – Clean your windshield, windows and mirrors clean before you begin your trip and every time you stop. You have to be able to rely on your field of vision to be able to drive safely.
- ◆ **Watch Out for Black Ice** – It doesn't have to be below freezing for road conditions to be extremely hazardous. Black ice can form when temperatures are between 32 and 39 degrees Fahrenheit, leading to the road "looking" wet, but actually being covered with ice.
- ◆ **Be Mindful of Bridges** – Be particularly cautious as you approach bridges, as they will ice before anything else. Stay alert to conditions on the bridges themselves, as well as what is happening with other vehicles – being mindful that unexpected ice could cause other drivers to lose control.
- ◆ **Slow Down** – When snow, ice or other precipitation may be present on the roads, it's critical to reduce speed accordingly. Don't put yourself in a situation of being unable to stop or control your vehicle due to a combination of limited traction and winter precipitation on the roads.
- ◆ **Drive Smoothly** – Avoid making sudden starts or stops, as these could cause you to lose control of your vehicle.

COMPANY CORNER

New Terminal Opening

We are extremely excited about the November opening of our tenth terminal, which began operations in Fort Worth, Texas in November. With the opening of this location, we now have two locations in the Dallas-Fort Worth metro, strategically positioned with one to the north of Dallas and one to its south.

This will allow us to better serve and provide more coverage to our customers. We expect the new location to grow to about 25 contractors within its first six months.



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- ◆ **Grip the Steering Wheel Firmly** – Maintain control of your steering wheel to prevent it from sliding. If your steering wheel starts sliding, the wheel will try to take control. This is a primary cause of jack-knives that occur on slick roads.
- ◆ **Look Far Ahead** – Do not develop tunnel vision, instead keeping your view projected ahead. This allows you to be aware of traffic slowdowns in plenty of time to make adjustments.
- ◆ **Maintain Proper Driving Distance** – Extra following distance is necessary during winter weather conditions. Leave plenty of space between your truck and other vehicles so you have room to maneuver out of harm's way without risking collisions with other vehicles.
- ◆ **Stay Alert to Wildlife** – Don't limit your attention to other vehicles and road conditions. It's also important to be alert to the possibility of wildlife in your path. Swerving to avoid an animal can lead to collision; being aware of this type potential hazard in advance can help you make a wise decision.
- ◆ **Use Manual Speed Control** – Limit your use of cruise control during winter driving conditions. When roads are slick or covered in snow – even packed snow – avoid using cruise control altogether.
- ◆ **Conduct Thorough Pre-Trip Checks** – Do a thorough pre-trip check on your truck before leaving. Make sure that all hoses and belts are in proper operating condition and that all fluid compartments are full. Also check your vehicle every time you stop.
- ◆ **Stock Your Supply Kit** – Keep extra windshield wiper fluid and other fluids with you at all times so you don't ever find yourself in a situation of not having what you need. It's also advisable to keep a bag of sand or salt handy, as well as tire chains and traction mats.
- ◆ **Keep Your Vehicle Fueled** – Keep your gas tank at least half full during the winter season. This will keep you from finding yourself short on fuel in a weather-related power outage or having to exit for fuel when ramp conditions are too dangerous.
- ◆ **Have Contingency Plans** – Know enough about the routes that you drive to have a good idea of where there are safe places to park should conditions keep you from being able to make forward progress.



Even the "EXPERTS" - Need to be Careful!

No Shortcuts to Safety!

The time you spend following these tips – and everything else you know about driving safety – is time well spent. Following all safety precautions is an important investment in your well-being, as well as that of others who use the roadways.



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Driver Safety During Winter Months

In addition to taking steps to operate your vehicle safely during winter weather conditions, it's also essential to take steps to protect yourself against the elements!

Staying Safe and Comfortable During Winter Driving

- ◆ **Dress in Layers** – Weather conditions can change significantly during the course of a day, and conditions outside of your cab can be very different from inside. Be prepared for whatever climate changes with apparel layers that you can easily put on or take off to stay comfortable.
- ◆ **Keep a Coat Within Reach** – Keep a warm coat in the cab where you can get to it easily whenever you need to exit the vehicle.
- ◆ **Keep Wet Weather Gear Handy** – Keep clothing, footwear and other gear designed with staying warm and dry in mind with you to be prepared for any cold, rainy or snowy conditions you may encounter.
- ◆ **Enter and Exit the Vehicle Safely** – Pay close attention to where you are stepping – and what you might step on – when you are exiting your vehicle or entering it. Don't assume that ground surface has been treated when conditions are inclement. An incorrect assumption could lead to a serious injury.
- ◆ **Don't Overdo Cab Climate Control** – Pay close attention to the temperature in the cab, finding the perfect temperature for both comfort and alertness. Don't let it get too warm or too cold, as either extreme can interfere with alert driving.
- ◆ **Pack a Cold Weather Survival Kit** – Keep a fully stocked survival kit in your car, being sure that it is filled with items that you might need to keep you safe in an emergency situation.

Make Your Safety a Priority

Following these tips can help you stay safe and comfortable during the coldest months of the year.



Stocking a Cold Weather Survival Kit

Items to keep in your kit include:

- ◆ Non-perishable food
- ◆ Bottled water
- ◆ Extra set of warm clothes
- ◆ Waterproof gloves
- ◆ Waterproof boots with good traction
- ◆ Hat and scarves
- ◆ Reflective vest
- ◆ Blankets
- ◆ Flashlights
- ◆ Spare batteries
- ◆ Cell phone charger
- ◆ First aid kit
- ◆ Ice scraper
- ◆ Snow broom
- ◆ Map or road atlas
- ◆ Bungee cords



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'Contractor News Continued'

Referral Program

We are always looking for great contractors – and we'll reward you for referring other drivers you know who join the ASF Intermodal team. The current referral program includes:



- ⇒ Charleston - \$750 sign on and \$750 referral
- ⇒ Chicago - \$1000 sign on and \$1000 referral
- ⇒ Savannah - \$750 sign on and \$750 referral
- ⇒ Mobile - \$500 referral
- ⇒ Atlanta - \$500 referral
- ⇒ Houston - \$500 referral
- ⇒ Dedicated - \$500 referral
- ⇒ Dallas - \$500 referral
- ⇒ Fort Worth - \$500 referral
- ⇒ Memphis - \$500 referral
- ⇒ Norfolk - \$500 referral

Note: Referral program may change at any time. Referral fees are split; the first payment is made on the 1st settlement after the new driver begins driving and the second one is made 45 days later if the new driver is still contracted with ASF.



Contractors recently recognized for outstanding accomplishments include:

September 2014

- Atlanta, GA: Les Pittenger
- Charleston, SC: Blaine Mitchell
- Chicago, IL: Lorraine Serrano
- Dallas, TX: Corey Thompson
- Dedicated Atlanta: David Garcia
- Dedicated Memphis: Robert Meier
- Houston, TX: Ranferi Moreno
- Mobile, AL: Robert Goodwin
- Norfolk, VA: Floyd Wiggins
- Savannah, GA: Kenneth Smalls

October 2014

- Atlanta, GA: Roderick Truitt
- Charleston, SC: James Goodwin
- Chicago, IL: Brian Feldman
- Dallas, TX: Jason Easley
- Dedicated Memphis: Herbert Seaberry
- Houston, TX: Hector Santeliz
- Mobile, AL: Frank Davis
- Norfolk, VA: Roy Dunbar
- Savannah, GA: Tommy Robbins

November 2014

- Atlanta, GA: Andre Morales
- Charleston, SC: Vincent Moyd
- Chicago, IL: Konrad Plata
- Dallas, TX: James Brooks,
- Dedicated Atlanta: Eddie Demons
- Dedicated Memphis: Jason Massey
- Houston, TX: Manuel Quintana
- Mobile, AL: Roy Thomas
- Norfolk, VA: Ricky Stokley
- Savannah, GA: Sandy Eustache



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Employee News

In The Spotlight

Racheal Judge - Terminal Manager



As the manager of ASF Intermodal's Charleston terminal, Rachel Judge's duties include building and maintaining customer relationships, managing revenue, cost control, ensuring driver safety, contractor retention and much more! She states, "The most rewarding thing about my job is seeing the growth both within the terminal and in the company as a whole. I cherish some of the relationships we have built with our long-term contractors." She points out, "Charleston is a great place to work and live. Come visit us sometime!"

Rachel offers advice on success, both with ASF Intermodal and in the industry overall. She states, "My advice on how to succeed in this company and industry is to always be ready for anything and to genuinely care. We can't control what the day may bring, but we can control how we react to it and how we treat others."

New Employees

- ◆ **Meisemann, Ryan**
Mobile Dispatcher
- ◆ **Morris, Aimee**
Savannah Dispatcher
- ◆ **Robinson, Carl**
Norfolk CSR
- ◆ **Lowing, Amanda**
Corporate A/R Asst.
- ◆ **Stowers, Faye**
Corporate A/P Assistant
- ◆ **Hamil, Steven**
Corporate
Safety Coordinator
- ◆ **Davis, Kathlene**
Corporate Safety Admin
- ◆ **Arias, Guillermo**
Houston Dispatcher
- ◆ **Krikava, John**
Chicago Terminal Manager
- ◆ **Govantes, Lori**
Corporate A/R Mgr
- ◆ **Trawick, Donna**
Corporate Staff Acct
- ◆ **Torres, Andrew**
Ded Atlanta CSR
- ◆ **Young, Lindsay**
Corporate A/P Specialist

ASF Intermodal is recognized as Mallory's Vendor of the Year.

Accepting the award (left to right) is VP of Sales-Jim Sledd, Dylan Manning and Ernie Lopez.





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'Employee News Continued'



Employee Anniversaries

Employees celebrating upcoming anniversaries:

December 2014

- ◆ **Michel, Sherly**
2 years - *Ded-ATL, Planner*
- ◆ **Rodriguez, Esmeralda**
2 years - *Houston, CSR*

February 2014

- ◆ **Stevens, Robbin**
4 years - Corporate,
Senior Project Manager
- ◆ **Griggs, Amanda**
4 years - Memphis,
Terminal Manager
- ◆ **Lopez, Ernie**
4 years - Atlanta,
Terminal Manager
- ◆ **Sledd, Jim**
4 years - Corporate,
VP of Sales
- ◆ **Jones, Heather**
4 years - Atlanta, CSR

February 2014

- ◆ **Smotherman, Suzanne**
3 years—Corporate,
Accounting
- ◆ **Albrecht, Melissa**
3 years - Savannah
Terminal Manager
- ◆ **Corona, Brisa**
2 years - Dallas,
Terminal Manager
- ◆ **Fileccia, Michelle**
1 year - Atlanta, CSR
- ◆ **Jarrett, Jonnie**
1 year - Memphis, Ops Admin
- ◆ **Bustamante, Michael**
1 year - Houston, Dispatcher



Employees recently named
Associate of the month include:

September 2014

Michael Bustamante

October 2014

Megan Jacobsen
Cheryl Hardesty

November 2014

Angie Walker



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