



BUCHANAN'S QUARTERLY REPORT

JAN – FEB 2011

Volume 5

FROM THE FRONT OFFICE

I hope everyone had a safe and wonderful Holiday Seasons with his or her families and friends.

Now, that 2010 has ended, we are optimistic that 2011 will be a great year. Even though the economy remains sluggish, we anticipate significant progress. As a company, we are adding new customers in key locations and strengthening our relationships with our existing partners. We are expanding our reach, most notably in the following areas:

- We will increase a better partnership with our current customers and with new customers.
- We will see additional growth in our fleet and freight.
- We will continue to see the progress in the Safety Department to make us a Safe and Reliable Company for our customers.

2011 does bring some new challenges for us all. Probably the biggest hurdle we will all have is the CSA 2010. Under the current program, the company is the one that carried the score based on inspections and accidents. As of July, you, the contractor/driver, will now have your own individual score.

Retention, Rates and Recruiting also fall into play for 2011. Our first priority is to retain the current Drivers and Contractors that have stuck with us through good times and bad. So, how do we do that? Load availability and rate levels. So many of our Drivers and Contractors say, "I like the company and being leased here but I'm struggling financially". If our Drivers and Contractors can get two more loads a month, at a decent rate, that will make quite a difference with their bottom line. That helps retention and a happy Driver and Contractors are the best recruiters we have. You can place ads in every magazine, but hearing from a current Driver and/or Contractor that they like their company will always go further than reading an advertisement. And, if you do refer a company Driver or Owner Operator to Buchanan that gets hired or leased on, referral bonuses are still being paid.

All of these exciting opportunities should make Buchanan Hauling & Rigging, Inc the place to be in 2011. *"The difference between a successful person and others is not a lack of strength, nor a lack of knowledge, but rather a lack of will."* – Vince Lombardi.

Thank you for your goodness and your efforts in moving our company forward. We would like to extend our sincere and deepest appreciation for all your extra efforts to make Buchanan one of the best in the industry.



SAFETY NEWS

******WINTER******

Winter is here again. Remember what you need to do to stay safe and operational. We hope these few tips will help you with the winter challenges.

- Buy fuel that meets the needs of colder temperatures.
- Drain your air tanks every day. If you notice water, have the shop check the air dryer.
- Manage the electrical power you have. Your tractor should produce at least 13.5 volts to 14.2 volts when running.
- Give the trailer an extra tug after hooking up. Your fifth wheel will be more difficult to latch securely. It is a good idea to also look at the fifth wheel to verify that the trailer is hooked properly.
- Do not put anything in front of the auxiliary cab heater vent. The outlet is hot and will melt many plastics.
- Please allow time for the trailer suspension to fill with air before moving. If the trailer is moved before the air bags are able to hold the weight of the load the trailer suspension may fail.
- Make sure your brakes are released before moving the equipment. Failure to do this will cause the wheels to drag and destroy the tires.
- Run the engines on the tractors and APU if equipped, in temperatures less than 20 degrees, to avoid fuel gelling.
- Please allow extra time for repairs.

The winter season requires additional focus and attention while navigating our nation's highways.

UP COMAING EVENTS

Martin Luther King Jr. Day.....	Jan 17.....	“I have Dream..”
Groundhog Day.....	Feb 2.....	Longer winter?
Valentines Day.....	Feb 14.....	” Candy & Flowers”
Presidents Day.....	Feb 21.....	The 1 st President
Daylight Savings.....	Mar 13.....	Turn Clocks
St Patrick’s Day.....	Mar 17.....	Where’s the Gold?



DRIVER RETENTION & RECRUITING NEWS

Buchanan Hauling & Rigging recognizes and appreciates the following drivers for their dedication. The following drivers have accomplished (Jan, Feb, Mar) another milestone with the Company:

Jan

Ronald Spears – 11 yrs
Mario Pratcher – 5 yrs
William Umbarger – 2 yrs
John Lacy – 1yr
John Keeler – 1 yr
George Ingram – 1 yr

Feb

Joseph Bowers – 4 yrs
Larry Moore – 1yr
James Howey – 1 yr
Marvin Stewart – 1 yr
Christopher Delong – 1yr
Carl Cravey – 1 yr
Martin Dawson – 1 yr

Mar

Charles Babcock – 7 yrs
Richard Burton – 2 yrs (Indy)
Oliver Smith Sr. – 1 yr
Oliver Smith Jr. – 1 yr
Michael Letizia – 1 yr
Jeffrey Anthony – 1 yr
Joel Schocknesse – 1 yr
Jerome Johnson – 1 yr
Michael Bradley – 1 Yr
Charles Swihart – 1 Yr
Roland Weston – 1 yr
Donald Hiatt – 1 yr
Randal Hiatt – 1 yr
Byron Bundy – 1 yr

Drivers will receive a New Decal for their truck; some drivers will receive a Shirt/Jacket if they have not already. See David in Recruiting. **Thank you for your dedication to the company.**

\$1,000.00 BONUS FOR NEW DRIVER REFERRALS.

Pay out –

\$300 = 2 Weeks after 1st Dispatch

\$100 = for the next 7 weeks



Don't forget your Company Jacket. It's only \$25 a piece. Have many sizes in stock. See Recruiting Department.



Seriously, It was this..... this big!