



## MAINTENANCE & TECHNOLOGY COUNCIL

### ATA MTC Q3 Webinar

Tuesday, October 6, 2020

1:30 PM – 2:30 PM CST

Hosted by DriverReach

MEETING MINUTES

#### PRESENTERS

- Hosted by DriverReach, Jeremy Reymer - moderator, Courtney Pryor - logistics guru
- ATA, Sarah Sheets
- FleetNet/TMC, Jim Buell
- Battery Outfitters, David Burks - ATA MTC Chairman
- Summit Truck Group, Ross Hoover - ATA MTC Vice Chairman
- McKee Foods Transportation, Ryan Womack - ATA MTC Secretary

#### AGENDA

- DAVID: \*There will be a countdown on the screen to signify when you will be LIVE and begin with the welcome. WELCOME/HOUSEKEEPING/ANNOUNCEMENTS/THANK AND INTRO JEREMY
- JEREMY:
  - SPEAKER INTRODUCTION/EXPLAIN HOW TO SUBMIT QUESTIONS
- JIM:
  - FLEETNET PRESENTATION
    - JIM WILL ADVANCE SLIDES
- JEREMY & JIM:
  - Q&A
- DAVID:
  - CLOSING REMARKS

#### DAVID

Welcome to the 3<sup>rd</sup> Quarter ATA Maintenance & Technology Council virtual meeting. Thank you for your interest, time and attention. Out of courtesy to others, please mute your line to avoid distracting background noise. Please take note as we have a few announcements:

- October 21-23
  - NATMI TMC CSME & CDME Certification Series, October 21-23 – virtual
- October 22
  - ATA-PAC Fall Golf Tournament, Hot Springs Country Club
- November 11
  - 4<sup>th</sup> Quarter Maintenance & Technology Council Meeting, Rogers, AR
  - Workforce Development, Be Pro Be Proud Update and Mobile Exhibit, Veterans Day Commemoration, Carl Tapp Technician Scholarship Award Recognition (*slide showing donors*)

Contact Sarah for more information on any of these events.

I would like to extend a big thank you to DriverReach, an endorsed partner of the Arkansas Trucking Association, for hosting today's webinar (*slide w/DriverReach logo*). Jeremy Reymer is Founder and CEO of DriverReach. He is passionate and innovative in addressing today's challenges with recruiting CDL drivers. Jeremy brings over 15 years of experience in

the trucking industry as both a carrier and a vendor, having led a small truckload operation as well as a regional CDL driver staffing company. As a member of ATA's Workforce Development Committee and ATRI's Research Advisory Committee, Jeremy is devoted to solving the industry's greatest challenges. In 2016, Jeremy founded DriverReach, a modern driver recruiting management solution, to address the ongoing driver shortage.

Jeremy will moderate our discussion today, thank you, Jeremy.

### **JEREMY**

INTRO SPEAKER/MODERATE DISCUSSION/Q&A

Jim Buell joined FleetNet in 2012, bringing over 30 years of expertise in sales and marketing management. He is responsible for planning, development and implementation of all sales and marketing strategies for FleetNet America. Additionally, Jim facilitates growth and goal attainment of new and existing accounts while also working to maintain and improve customer satisfaction levels. Prior to joining FleetNet, he held sales and marketing roles in Fortune 500 companies including Procter & Gamble, Clorox and Johnson Wax.

During the presentation, there is a widget available for you to submit questions.

### **JIM**

TMC/FLEETNET PRESENTATION – Jim, you will advance your own slides.

### **JEREMY & JIM**

Q&A

### **DAVID**

Thank you, Jeremy for hosting this meeting, and thank you all for your time today and hope to see you in person on November 11 in Rogers, AR.

### **WEBINAR SLIDES**

1<sup>st</sup> set: ATA MTC logo, Scholarship Donors, DriverReach logo, then TMC logo

2<sup>nd</sup> set: FLEETNET PRESENTATION

ENDING SLIDE – COULD USE SLIDE 5 FROM ATA SLIDES

### **SUMMARY**

American Trucking Associations' Technology Maintenance Council (TMC) and FleetNet America have teamed up to provide a program that benchmarks the frequency of unscheduled roadside repairs for the truckload, LTL and tank verticals. Fleets are using this program to identify where they are having unnecessary breakdowns so they can implement practices to reduce these expensive repairs. During this presentation, FleetNet America's Jim Buell will review the second quarter results of the vertical benchmarking program. He will share the most frequent unscheduled repairs by vertical and provide a sense for how fleets have used this information to reduce breakdowns.

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