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In The News

New Offer on Software

TruckersB2B is pleased to announce a new offer on software solutions from Innovative Computing Corporation. TruckersB2B Members who purchase Innovative's Internet-based, enterprise software IES Access® or Access Plus® will receive a 10% rebate off their monthly service. For more information, see the article to the right.

New Offer on Leased Trucks

TruckersB2B is pleased to announce a new offer from Idealease. TruckersB2B Members can now enjoy National Account pricing and National Account interest rates on leased trucks and contract maintenance from Idealease! For more information, contact TruckersB2B today at 888-937-6334.

International ProStar™ Added to Rebate Program

Eligible TruckersB2B Members can now receive a \$1,000 rebate on the new International ProStar™. Rebates are also available on International DuraStar™, WorkStar™, TranStar™, 9900 and PAYSTAR™ trucks. See article on page 3.

Office Supply Savings

TruckersB2B Members can save 40-75% off list prices on office supply products at OfficeMax. Now, we are making it even easier for you to save on your in store purchases with the OfficeMax Retail Connect Card™. Just take the card into any OfficeMax retail store and get instant savings. To print the card from your computer, visit www.truckersb2b.com and go to Office Solutions > Office Supplies.

\$100 Winner

Congratulations to **Muffet Trucking Express** who won \$100 from TruckersB2B just for updating their profile. Want to be our next winner? Simply login to www.truckersb2b.com and update your profile or call 888-937-6334 to update your profile over the phone.

Who Needs Integration? **YOU DO.**

by Ernie Betancourt, CEO, Innovative Computing Corporation.

Regardless of your company's size, the fact is, if you dispatch trucks, you need your customers to pay you, and you need to pay your drivers. How you manage the details is up to you.

Whether you use paper, white boards or software, when you look at your methods, consider the time you spend:

- Moving information from your note pad to your books
- Progressing from a dispatched load to a billed customer
- Re-entering data from your dispatch software into your accounting software

The simplest solution is a single software system that integrates the various portions of your business. What are the benefits of integration? Try lower data entry time, lower error rates, better records, quicker billing, accelerated cash flow and better customer service.

Integrated software systems work to help carriers by providing flow to the information created during day-to-day tasks. This information, including load, unit and driver details, customer data, billing information and other elements, sits at the core of a successful carrier. By using an integrated system, data is able to move freely within departments to create logical information that can be easily processed and accessed.

There are two keys to integration.

1. Internal Integration

Internal integration is the most critical element of a software system. The software you consider should be able to combine most, if not all, of the data within your company into a single system.

For example, a carrier should be able to enter load information, dispatch and track the load, bill the customer and pay the driver all within one software package. Broader internal integration might also combine maintenance, safety, rating, accounting, border crossing, etc. into a single application.

With an internally integrated system, a carrier can benefit by saving time and gaining efficiency in day to day work. This greater efficiency allows the carrier to focus on serving customers and working with drivers. In addition, the carrier can greatly reduce the risk of duplication errors and, as a result, improve the accuracy of its employees' work.

2. External Integration

The next step integrates the software with other technology. Depending on the needs of the carrier, these aspects might include integration to mobile communications, fuel cards, EDI, mileage data and other options.

TruckersB2B Member Profile: **JT Express**

After the Toyota plant opened in Princeton, Indiana, Dennis Breeden began hauling freight to and from the plant for another carrier. In 2003, with the help of his wife Jackie and partners Mark & Tracy Thomforde, he was able to start JT Express, Inc.

Today he is president of the 30 truck fleet based out of Washington, IN, transporting automotive freight, as well as wood and some food products. In addition to his wife by his side running the business, JT Express employs several members of the Breeden family. As a matter of fact, the company received the 2004 Trucker News Great American Trucking Family title for their long family history in the trucking industry. Past and present, the Breedens' extended family proudly boasts 21 CDL holders.

Like most trucking companies, JT Express feels the same aches and pains associated with high fuel prices and the driver shortage. However, since joining TruckersB2B in April 2005, they have **earned over \$16,300** in fuel rebates, not including the almost \$600 rebate check that they donated to the Hurricane Katrina Relief Fund back in September 2005. By directing their drivers to fuel within the TruckersB2B network of stops which include Pilot and TA travel centers, they are able to better manage fuel costs.

In addition to their average \$.03/gallon fuel rebates, JT Express has also benefited from the tire and breakdown service programs. As JT Express continues to grow and search for ways to combat a sluggish economy, "You can bet we check with TruckersB2B to



see what sort of discounts might be available for us through their list of vendor partners," states Dennis Breeden. In fact, JT Express is currently looking into the discounts TruckersB2B offers on software solutions to help with their invoicing and record keeping. "TruckersB2B is always there to help"

To find out how you can save like JT Express, call TruckersB2B today at 888-937-6334, or visit us online at www.truckersb2b.com

5 Reasons to finance your accounts receivables...

It is a fact that the financial markets remain shaky. The ripple effect is certainly taking a toll on the trucking industry as a whole. No carrier is left behind, and many trucking companies may be in serious jeopardy. For many small fleets, it may be a struggle to attain the capital necessary to finance growth or meet cash flow shortages. One alternative is accounts receivable financing. Here are 5 reasons to consider accounts receivable financing for your business.

- 1 Grow your business.**
Accounts receivable financing can provide adequate working capital to assist a carrier in meeting revenue growth objectives.
- 2 Cover your expenses.**
It is not uncommon for carriers to have to wait 30-45 days to get paid by their customers. Yet, bills must be paid long before the money comes in (fuel, driver settlements, tolls, and other day-to-day expenses). Accounts receivable financing can provide you with immediate cash to cover your expenses.
- 3 Take advantage of discounts.**
Accounts receivable financing gives you immediate cash to pay bills which allows you take advantage of vendor discounts, avoid interest penalties, purchase fuel or other inventory at a favorable cost.
- 4 Keep your credit untarnished.**
Accounts receivable financing allows you to pay your vendors in a timely fashion to maintain acceptable credit ratings.
- 5 Bolster your working capital.**
Increase your working capital which allows you to better structure capital equipment purchase or simply be assured that your drivers are paid on time. Make your accounts receivables work for you.

"For us, it boiled down to the 'day late, dollar short' adage....by increasing our cashflow with A/R financing, it frees us of the headaches and stress associated with waiting to collect money but getting bills paid on time, while at the same time also wanting capital to grow the business."

*Robin Spinelli, Marquette Customer
J. Spinelli and Sons*

Sponsored by Marquette Transportation Finance (formally known as Marquette Funding). TruckersB2B Members can receive a 2% rebate on all financing business funded by Marquette. For more information, call 888-937-6334.

 **Marquette Transportation Finance**



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Improving Fuel Efficiency for the Long Haul

by Bob Weber, Chief Engineer - Heavy Product Center, International Truck and Engine Corporation

As diesel fuel prices hover at historically high levels, every effort to economize on fuel can result in substantial savings for those in the trucking industry. Truck operators are continually challenged to keep expenses as low as possible while the cost of diesel fuel has risen significantly. Since fuel is the second leading contributor to vehicle operation costs (behind wages and benefits), achieving optimum fuel economy is even more crucial now.

International Truck and Engine Corporation takes the fuel economy of its vehicles very seriously. The company is committed to delivering best-in-class fuel consumption on current and all future vehicles. International has invested millions of dollars and countless hours to develop innovations that will enhance fuel economy.

Better Vehicle Aerodynamics

The first step in achieving improved fuel economy is with better vehicle aerodynamics. On a typical class 8 on-highway tractor traveling at 55 miles per hour, aerodynamic drag can contribute to 42 percent of fuel consumption. The fuel-efficient International® ProStar™ achieves a nine percent reduction in aerodynamic drag, which can result in annual fuel savings of up to four percent when compared to competitors tested prior to the ProStar launch. A four percent improvement in fuel economy translates to \$2,000 per year per truck for someone driving 120,000 miles per year, currently averaging six miles per gallon and paying \$2.65 per gallon for fuel.

A properly designed truck cab and chassis moves through the air with minimal disturbance, achieving air that is “laminated”, or attached, to all sides of the truck resulting in reduced drag.

The ProStar design features a patented “pod” air fairing on the roof that creates a more streamlined shape to guide the air around the trailer. The “pod” is a major contributor to aerodynamic drag reduction -- reducing drag by up to 20 percent and allowing for up to 10 percent improved fuel economy.

A patented aerodynamic mirror incorporates a “trip strip” feature to keep airflow attached around more of the surface of the mirror head. The patented aero mirrors can reduce drag by up to two percent, allowing for up to one percent improved fuel economy.

Chassis-skirts that run along the side of the cab and cover the fuel tank and battery box are designed to reduce drag by as much as seven percent, allowing for a three percent improvement in fuel economy.

Proper Drivetrain Maintenance

In addition to aerodynamic design, truck operators can address proper drivetrain spec'ing and maintenance to improve fuel efficiency. On a typical Class 8, on-highway tractor, drivetrain mechanical difficulties can contribute up to 21 percent of fuel consumption. The engine system, which includes accessories, turbocharger, cooling module and exhaust system, also can impact drivetrain efficiency. A truck-and-engine system should be engineered as an integrated package to ensure low operating costs, maximum performance, durability, reliability and driver satisfaction.

Driver Performance

A third area that can improve fuel efficiency is in driver performance. Drivers play the deciding role when it comes to a large number of factors that address fuel economy, including shifting techniques, gear selection, road speed, engine speed, route selection and the amount of idle time. Fleet analysis shows that fuel economy can be impacted by as much as 35 percent due to driver technique. Road speed alone can impact fuel consumption significantly. Reducing road speed to 60 mph from 65 can save about 8 percent in fuel. The rule of thumb established by the Technology and Maintenance Council (TMC) in 2000 is 1 mph equals 0.1 miles per gallon. In other words, a 5 mph reduction in average road speed would correlate to a 0.5-mpg improvement.

Excessive engine idling represents another critical issue, one that state and federal agencies are examining from an emissions perspective. Truck operators, though, should view it from an operating efficiency standpoint. Excessive idling not only increases fuel consumption but also reduces the life of the engine. Fuel-consumption tests by TMC and the Society of Automotive Engineers (SAE) reveal that heavy-duty diesels consume one gallon of fuel for every two hours of idling, and it is common to see 30 percent-to-50 percent of a fleet's total engine operating hours spent idling.

TMC guidelines suggest that reducing idling to zero from 50 percent could save fleets 10 percent in fuel consumption. A truck running 125,000 miles per year and averaging 6 miles per gallon, will consume 20,833 gallons of fuel. At \$2.65 a gallon, a 10 percent savings would equate to \$5,520 per truck each year.

For truck drivers, there is a new solution to idling. International recently unveiled the new factory-installed Auxiliary Power Unit (APU) as part of its International® No Idle Solution product line. It is currently available on the 2007 International® 9900 and will be available on the ProStar in the spring of 2008. The International No Idle APU allows drivers to operate heating or air conditioning, as well as “hotel loads,” such as a microwave or television, without running the engine of the truck. It offers 6kW, 120-volt AC power; plus 50 Amp, 12-volt battery charging; and provides 10,000 BTUs an hour of air conditioning or heat.

Combining the right truck specs, accessories and drivetrain with proper maintenance and driving performance, truck operators can see a significant improvement in overall fuel efficiency that should help their bottom line.

*TruckersB2B Members with 50 company owned trucks or less can receive a **\$1,000 rebate on the new International ProStar™**. Rebates are also available on International DuraStar™ (\$450 rebate), WorkStar™ (\$750 rebate), TranStar™ (\$750 rebate), 9900 (\$1,000 rebate), and PAYSTAR™ (\$1,000 rebate) trucks. Simply visit any International dealer and negotiate your best possible price on any of these trucks and then fax a copy of your paid invoice to 877-902-1498 within 60 days of the invoice date. For more information and full program details, contact your TruckersB2B Savings Consultant at 888-937-6334 or login to www.truckersb2b.com.*



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For example, integrating mobile communications allows the carrier to send messages to its drivers through their dispatch software. Integration to fuel cards allows the carrier to not only process fuel transactions, but also track the shipment through real-time fuel transactions.

Keys to a Successfully Integrated System

- **Start with Integration.** It is easier to start with a fully integrated system than to force separate systems to integrate later. When considering your company's technology needs, consider your goals for today and tomorrow.
- **Look for Compatibility.** Your future needs may change. Make sure that the software you select communicates not only with the third party providers you use today, but also with other leading providers that you may need tomorrow.
- **Set it Up Right.** When setting up an integrated system, carefully set up the system and verify all codes and accounts for future accuracy and compatibility.

- **Aim for Accuracy.** Data entered in one portion of an integrated system flows through the entire system. Accurate data entry is critical to the integrity of the information.
- **Keep it Timely.** By entering data as soon as it is available, all departments maintain the same timeline, which allows each department to avoid costly processing delays.

When considering the question of integration, don't be persuaded by flashy terms and statements. Rather, know that you and your vendor have the same understanding of the subject and that your software integrates how your organization needs it both today and beyond.

One provider who knows integration is Innovative Computing Corporation. With the industry's most integrated line up, Innovative has the broad options required by today's growing carriers. Innovative's internal integration includes system connections between operations, administration and maintenance tasks. This combined power

works to streamline everyday tasks and improve the efficiency, and therefore bottom line, of Innovative customers. Innovative enhances internal integration with a broad line up of leading third party providers. With flexible interfaces reaching out to mobile communications, fuel, mileage and EDI providers, as well as many other technical third parties, Innovative has the connections you need to succeed.

*TruckersB2B Members can now receive a **10% rebate** off their monthly service when they purchase Innovative's Internet-based, enterprise software IES Access® or Access Plus®. To learn how Innovative can help your company, contact TruckersB2B today at 888-937-6334, and we will put you intouch with an Innovative Representative where you can watch a live demo and get your questions answered. Get Innovative. Get Results.*



It pays to be a member.™
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