



The NAPA Newsletter

MESSAGE FROM THE GENERAL MANAGER

Quarter 1– 2019

NAPA Mechanicsburg Renovations.

I would like to extend a special thanks to everyone here in Mechanicsburg and throughout the organization for your patience as we are nearing the conclusion of our 3-month renovation project to upgrade the NAPA Mechanicsburg Terminal Facility & Offices. The final project deadline is set for February 28th. Once complete, our new space which will include new offices, meeting rooms, restrooms, men's & women's showers, driver's lounge, and a driver training room, among other exciting new spaces & features. **Thanks to all NAPA employees, your contributions** have afforded us the opportunity to make this significant investment into our facility. I am very proud of this new space and hope you all are as excited about it as I am!

Bid Season.

Welcome to Bid Season! Each year, January thru March in our industry is known as "Bid Season." This is the time of year where most of our customers traditionally bid out their business to make sure they have the most competitive mix of pricing, capacity & service to cover all of their shipments over the next 12 months. *What does this mean for us?* It means our competition has a chance to win our business away from us and that we have a chance to win new business away from our competition. Typically, we don't face much risk in losing business thru bid season, because **our service to all of our major customers is almost always top tier**, thanks to our great team of drivers, driver managers & load planners! Our strategy each year in bid season is to improve our network and produce more miles that are easier to achieve for our drivers. We focus on adding more drop & hook lanes, eliminating shippers or consignee's that are difficult for our drivers to deal with (such as no parking, night time only deliveries, etc.) and broadening our scope of lanes into new territories that create better opportunities for current drivers and potentially new drivers as well. This year our specific focus is on adding volume in our Southeast Region. We are targeting additional lane volumes from major shippers in NC/SC/GA/FLA specifically. Bid results should start rolling in over the next several weeks. Keep your eye out for some of these new lanes, especially if you operate in our Southeast Region.

NAPA Tunkhannock DriveCam.

I would like to recognize all of our Tunkhannock Terminal drivers who have recently adopted the DriveCam program. Many of these team-members are long-tenured employees who have never had previous experience with DriveCam or any camera program. These drivers put their trust in Keegan Tymon and our NAPA Safety Team to teach them about the program and educate them about the benefits & protections the program offers. I am excited to communicate that as of February, 100% of our Tunkhannock Fleet has made the Drive Cam conversion, which brings our total fleet participation to 100%. Our Safety Team is committed to providing the tools & resources to ensure we're the most safety focused team of professional drivers on the roads!!! I am so proud of all of our drivers & staff who have committed themselves to supporting our **Safety First culture**.

-Nic Accomando