



# NTTC TANK TRUCK WEEK

**Dave Manning**  
**Past Chairman, ATA**  
**President, TCW**

# TRUCKING IS ESSENTIAL

- Haul the Goods Making Up 50% GDP
- 71% of all Freight tonnage Hauled By truck.
- 80% of all Communities Depend Exclusively on Trucks
- 7.5 Million Jobs; 3.5 Million Drivers





# ATA VICTORIES - HIGHLIGHTS

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## Comprehensive Tax Reform

- ✓ Tax Rate for C-corps 35% to 21%
- ✓ Full Expenses of Used and New Equipment
- ✓ Reduction in Estate Tax
- ✓ Tax Extenders
- ✓ Bio-diesel Credit
- ✓ Alt Fuel Refueling Property Credit
- ✓ 50¢ per gallon Propane Credit

- ✓ HOS Permanent Restart Fix
- ✓ National Clearinghouse for Drug & Alcohol
- ✓ Use of TWIC Card to Enter Military Bases
- ✓ Sleep Apnea Rule
- ✓ Implementation of ELD's





# **ATA STRATEGIC PRIORITIES FOR 2018**

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## **ATA Active Role**

- **Federal Preemption of State Regulation of Interstate Trucking (F4A)**
- **Transportation Infrastructure Funding**
- **Trade**
- **Autonomous Vehicles**
- **Protecting the Independent Contractor**
- **Addressing Workforce Development**
- **Technical Improvements HOS**

# HOURS-OF-SERVICE

- Expanding the current 100 air-mile “short-haul” exemption from 12 hours on-duty to 14 hours on-duty;
- Extending the current 14-hour on-duty limitation by up to two hours when a truck driver encounters adverse conditions;
- Revising the current mandatory 30-minute break for truck drivers after 8-hours of continuous driving; and
- Reinstating the option for splitting up the required 10-hour off-duty rest break for drivers operating trucks that are equipped with a sleeper-berth compartment.

# INFRASTRUCTURE FUNDING

A large steel arch bridge is under construction over a body of water. The bridge's steel framework is visible, with several support structures and scaffolding. The water is calm, and the sky is blue with light clouds. In the foreground, there is a rocky shoreline with some greenery and a concrete barrier. To the right, a grassy area is visible. The overall scene is a mix of industrial construction and natural elements.

ATA Setting the Agenda  
Providing Solutions

ATA BUILD AMERICA FUND



# COST OF UNDERINVESTMENT

7



- Congestion on U.S. National Highway System cost the trucking industry \$81B in 2016



- Lost productivity due to congestion= 1.3 Billion hours
  - Equates to 463,000 commercial drivers sitting idle for entire year

*Source: ATRI*



# COST OF UNDERINVESTMENT

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- A motorist loses on average \$523 annually - \$112 billion nationally - in vehicle repair costs due to unmaintained roads (pot holes)



- 88% of National Highway System (NHS) congestion occurs on just 17% of the network and can be solved by eliminating major bottlenecks

*Source: ATRI*

# 2018 Top 10 Freight Bottlenecks

Rank	Location	Average Speed
1	Atlanta, GA: I-285 at I-85 (North)	37
2	Fort Lee, NJ: I-95 at SR 4	35.3
3	Chicago, IL: I-290 at I-90/I-94	25.9
4	Atlanta, GA: I-75 at I-285 North	40.8
5	Los Angeles, CA: SR 60 at SR 57	41.4
6	Boston, MA: I-95 at I-90	42.9
7	Baltimore, MD: I-695 at I-70	46.6
8	Queens, NY: I-495	25.8
9	Cincinnati, OH: I-71 at I-75	46.3
10	Louisville, KY: I-65 at I-64/I-71	44.5

# CONSENSUS ON NEED BUT FEDERAL GOVERNMENT CONTINUES TO “KICK THE CAN”

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## OUR ROADWAYS ARE DETERIORATING

The Highway Trust Fund is on the Road To Insolvency – by 2020

- Need \$60 Billion Annually
- Collect \$40 Billion Annually
- Need \$20 Billion Annually



# BUILD AMERICA: LONG-TERM INVESTMENT IN A RELIABLE, EFFICIENT AND SAFE NATIONAL ROAD SYSTEM

## ATA SOLUTION: THE BUILD AMERICA FUND PROPOSAL

- A new 20 cent per gallon fee built into the price of transportation fuels collected at the terminal rack
- Phased in over four years (five cent increase per year). The increase is assumed to begin on January 1, 2019.
- Once fully phased in, the fee will be double indexed to inflation and improvements in fuel efficiency.



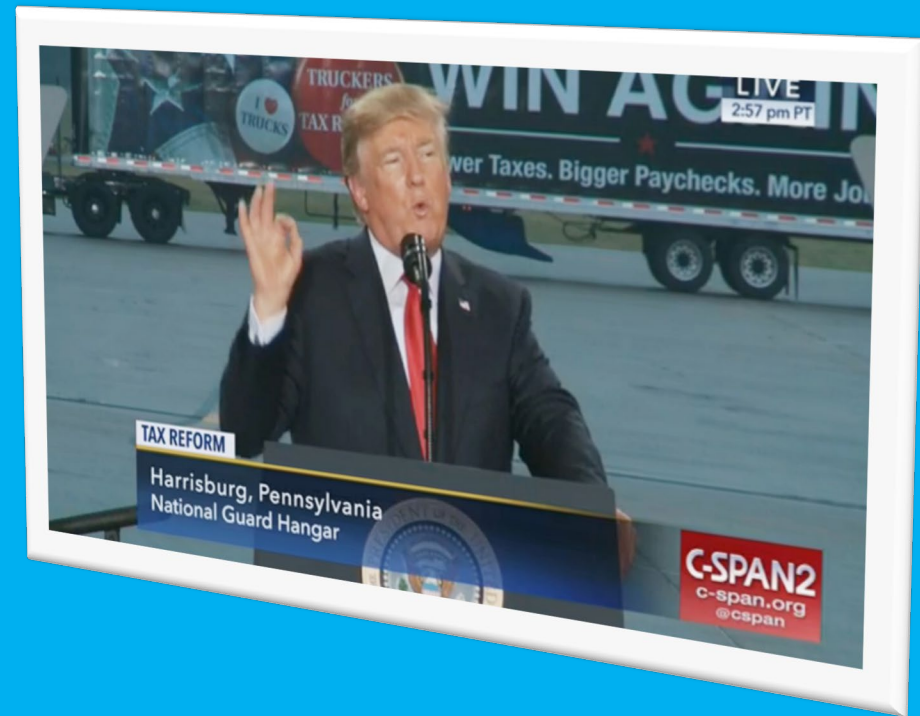
# FUEL TAX INCREASE PRESIDENT RONALD REAGAN





# SUPPORTS FUEL TAX

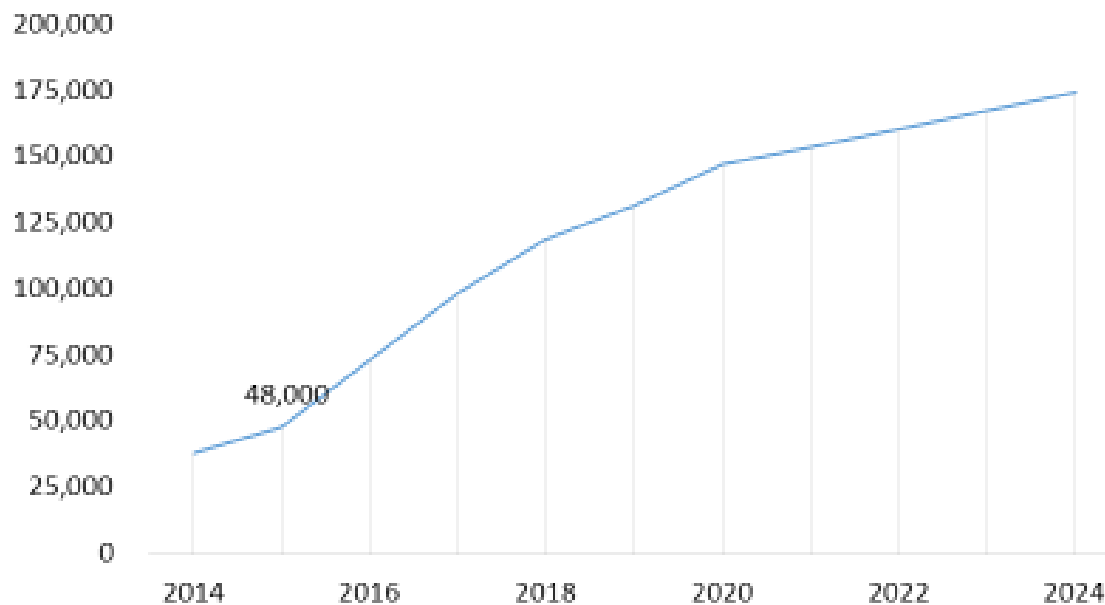
- President Trump backed a 25-cent increase during a bipartisan meeting with lawmakers
- Acknowledged and understood the need to address the Highway Trust Fund, which is heading for another shortfall at the end of 2020.
- House T&I Committee Chairman Shuster released discussion draft which includes fuel tax increase



# WORKFORCE SHORTAGES

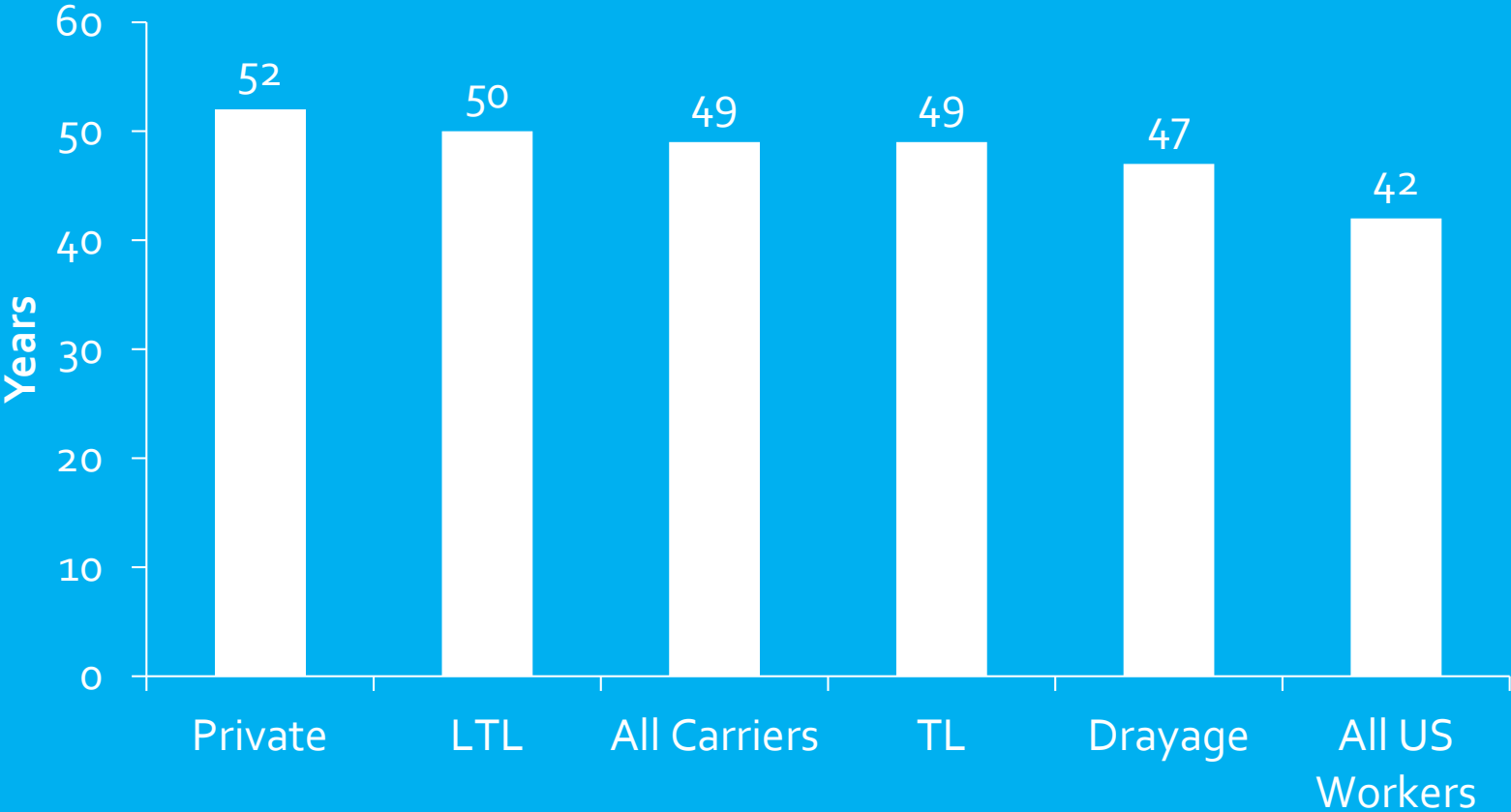
## Truck Driver Shortage

Does not account for future regulations or "quality" issues.



Source: ATA's Truck Driver Shortage Analysis 2015

# MEDIAN EMPLOYEE DRIVER AGE



# DRIVER SHORTAGE ATA EFFORTS

- Work with state and federal authorities to consider a graduated CDL program to safely attract new and younger drivers;
- Work with the Department of Labor to formalize a national work force development program
- Improved Driver Image ([www.truckingmovesamerica.com](http://www.truckingmovesamerica.com))
- Former Military (Hiring Our Heroes Initiative)

# ATA WORKFORCE DEVELOPMENT POLICY COMMITTEE

## 18 TO 21 YEAR OLDS AS INTERSTATE TRUCK DRIVERS

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- The FAST Act of 2015 created a DOT pilot program allowing 18-21 year old military truck drivers to drive across state lines;
- Legislation known as the WHEEL Act was introduced in September to expand this pilot project to include civilian CMV drivers;
- Only 28% of schools in America offer programs that highlight trucking as a career.





# 18 TO 21 YEAR OLDS AS INTERSTATE TRUCK DRIVERS



## DRIVE SAFE ACT (HR 5358)

- Hollingsworth (IN) & Reps. Hunter (CA)
- Apprenticeship for *18 to 21 Year Olds*
- *71 Co-sponsors*

### 2 Supervised Probationary Periods

- 400 Hours In-Vehicle Training & Classroom
- 12 Performance Benchmarks
- Equipped with Safety Technologies
- Automatic Vehicles

### Employer Sponsored Apprenticeship

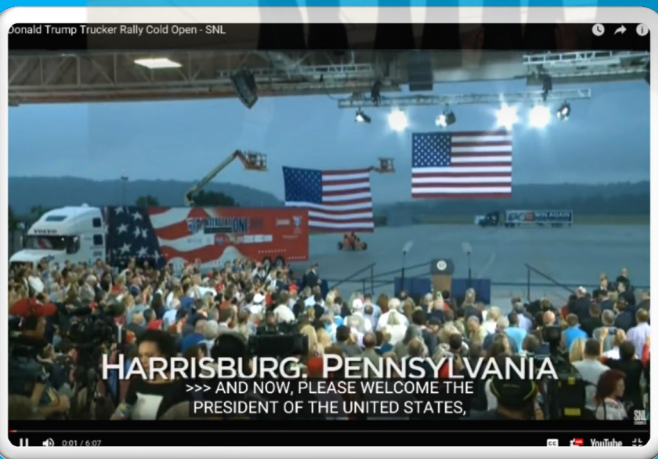
- Must already have CDL
- Once graduates – can driver interstate

# ATA'S VOICE IS BEING HEARD

TRUCKERS  
for  
TAX REFORM



Chairman Manning Joins House Speaker Ryan for #TaxTalks



# ATA RETURN ON YOUR INVESTMENT!

- **GET INVOLVED – GET ENGAGED IN YOUR ASSOCIATION**
  - Policy Committees
  - Call on Washington
  - Truck PAC
  - Grassroots
  - Image Movement and Programs
  - Councils
  - Conferences
  - Attend ATA Meetings

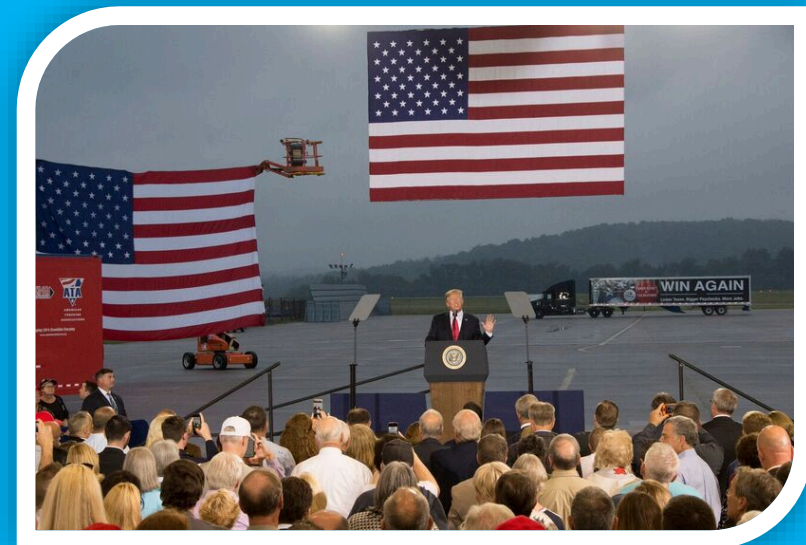


**HAVE A SEAT AT THE TABLE &  
HELP MOVE ATA FORWARD**



# WHY JOIN ATA?

- Results Oriented – Wins on the Table
- Member Driven – We Listen!
- United Voice on Capitol Hill and in the States
- Best Practices
- YOU Help Shape Trucking's Policy to Allow YOUR Business to Grow



# IMAGINE....

