

**FLORIDA
TRUCKING**
ASSOCIATION



**Your Tomorrow
Is on a Truck
Today**

Ken Armstrong

President and CEO

A “Need to Know”: How do you work?

- Outsource all your shipping?
- Your own trucks?
- Dedicated carriers?
- Contracts with brokers?
- Use the spot market?

Your Facts of Life on Trucking

- Competitive demand has improved for shippers in the last year
- ELDs have tightened the market
- California's rules are getting harder
- Insurance rates (trucking operating costs) are rising rapidly
- Challenging environment for trucking

Challenging Environment

- Driver Shortage
- Cost of Technology
- Cost of Congestion and Poor Infrastructure
- Rising Detention Times

Low Margin X Low Margin

Q & A

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