



Georgia Motor Trucking Association

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Chairman

American Trucking Associations

CEO, J&M Tank Lines, Inc.





ATA Strategic Priorities – Tier I

- Energy & Environment
- F4A – Partnering with California Trucking
- Federal Tax Reform
- Protecting the Independent Contractor
- Labor Issues
- Lawsuit Abuse
- Minimal Levels of Financial Responsibility
- Safety Policies & Emerging Technologies
- Trade
- Truck Parking
- Addressing Workforce Development



ATA Strategic Priorities

Tier II

- Autonomous Vehicles
- Key Executive Branch
- Minimal Levels of Financial Responsibility
- Redundant Background Checks
- Towing Abuse Reform
- Transportation Infrastructure Funding

Tier III

- CSA Measures
- National Employer Notification
- Technical Improvements to HOS
- Regulatory Reform
- Sleep Apnea

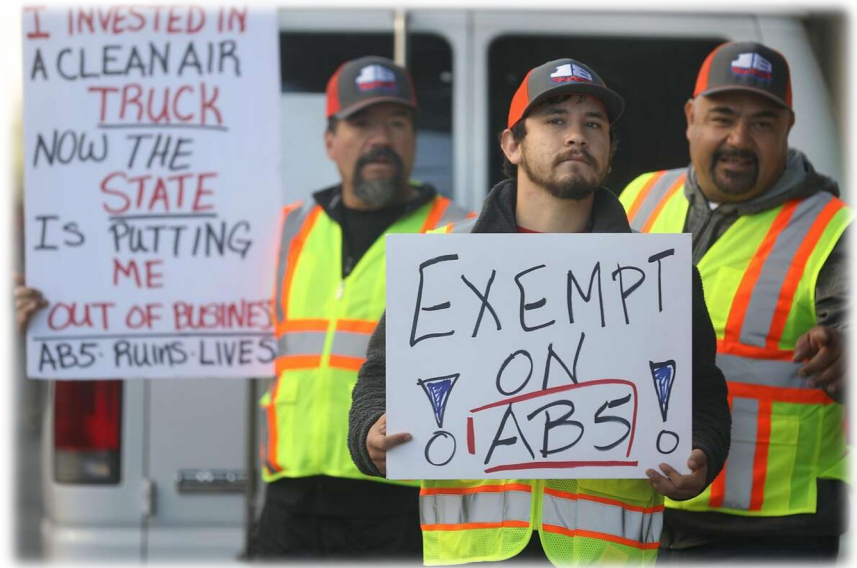


California AB5

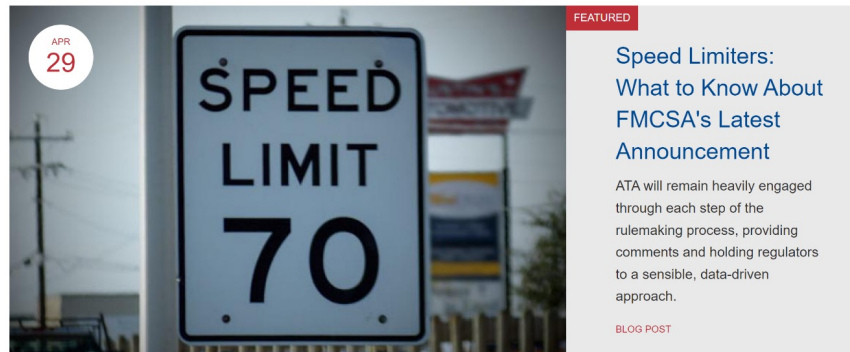


- California sued in October 2018
- ATA has supported from the beginning
 - Financial & Membership and Communications
- SCOTUS asked for views of DOJ
- Not surprising recommendation to not hear appeal by Solicitor General
- Still optimistic that the Court will hear the appeal
- **Injunction remains in effect** while we wait

- **Expectation is that Supreme Court will announce their intention in June.**



FMCSA SNPRM: Speed Limiters



- Beginning of a lengthy process
- No defined maximum speed setting
- No proposed timeframe for implementing speed devices
- **Official ATA policy supports a maximum set speed of 70 MPH** in trucks equipped with Automatic Emergency Braking and Adaptive Cruise Control. In trucks without those safety features, our policy supports a maximum set speed of 65 MPH.
- ATA asked for Comment period extension and FMCSA granted it. **Comments due: July 18, 2022**



What's in the IIJA?... ...There's a lot to celebrate!

Authorizes nearly \$973 billion between FY 2022 and FY 2026, including \$550 billion in new federal money for infrastructure projects and existing programs that were set to expire in September

\$110 billion for roads, bridges, and other major projects

\$73 billion to update the nation's electricity grid

\$66 billion for passenger and freight rail

\$65 billion for broadband internet

\$55 billion for water infrastructure

\$15 billion for removing lead pipes

\$50 billion for climate resiliency projects

\$39 billion for public transit

\$25 billion for airports

\$21 billion for environmental remediation projects

\$17 billion for ports and waterways

\$11 billion for transportation safety projects

\$7.5 billion for low emissions buses and ferries

\$7.5 billion to construct EV charging stations



Safety Improvements Through the IJA

- Drive Safe Pilot Program
- Underride Protection
 - Rear guard strengthening standards
 - Rear guard inspection standards.
- Automatic Emergency Braking
 - ATA supported with modification
 - Required for only new ESC-regulated tractors
 - No retrofits for existing trucks. Let DOT decide compliance dates
 - Prefer a mandate that includes auto
- Marijuana Impairment Research
- Crash Causation Study
- Distracted Driving
 - Enforcement/Education

Not Included

- ✓ Returning CSA scores to public view
- ✓ Rollback of CA meal and rest break preemption
- ✓ Side underride guard mandate
- ✓ Hours-of service rollbacks
- ✓ Minimum insurance increases
- ✓ Speed limiters



Lawsuit Abuse Efforts

- Shine a light on third-party financing in plaintiffs' cases
 - Allow defendants to take their case to federal court
 - Create federal criminal penalties for staged accidents
-
- House legislation introduced



ATA's State Efforts on Lawsuit Abuse Reform Campaign

Filed Bills Since Execution of Campaign:

Georgia	Minnesota
Indiana	Missouri
Iowa	Montana
Kansas	Rhode Island
Kentucky	Texas
Louisiana	Washington
	West Virginia

Committed to Filing/Considering to File Legislation in 2023:

Florida
Indiana
Minnesota
Ohio
Oklahoma
New Mexico
Rhode Island
South Carolina



DOL Apprenticeship Program – 90 Day Challenge

American Trucking Associations



Today we a historic agreement with @USDOL establishing ATA as an official registered #apprenticeship sponsor. This enables ATA to provide our member-companies the ability to offer apprenticeships to job applicants while ATA and partner FASTPORT administer the program.



U.S. Department of Labor and 2 others

- ATA – Official Registered Apprenticeship Sponsor
- Significant role in easing driver shortage
- Opportunity for motor carriers to directly work with and train new entrants to boost their driving ranks.



Trucking at the White House – Monday, April 4, 2022



ATRI Operational Costs of Trucking

For-hire motor carriers of all sectors/sizes asked to provide data for ATRI's annual Ops Costs data collection

Participating fleets will receive customized report comparing your metrics to fleets of similar sector and size

Visit TruckingResearch.org to access data collection form



Table 2: Commercial Driver and Motor Carrier Issues

Rank	Commercial Drivers		Motor Carriers
1	Driver Compensation (tie)	Truck Parking (tie)	Driver Shortage
2	Detention / Delay at Customer Facilities		Driver Retention
3	Fuel Prices		Lawsuit Abuse Reform
4	Driver Training Standards		CSA
5	Hours-of-Service Rules		Driver Compensation
6	ELD Mandate		Insurance Cost/Availability
7	Driver Distraction		Diesel Technician Shortage
8	Transportation Infrastructure / Congestion / Funding		Transportation Infrastructure / Congestion / Funding
9	Speed Limiters		Driver Distraction
10	CSA		Detention / Delay at Customer Facilities

Even within the truck driver population, there is a divergence of priority issues between company drivers and owner-operators.

Table 3: Company Driver and Owner-Operator / Independent Contractor Issues

Rank	Company Drivers	Owner-Operators / Independent Contractors
1	Driver Compensation	Fuel Prices
2	Truck Parking	Truck Parking
3	Driver Training Standards	Driver Compensation

Cybersecurity - General information

- Transportation in top 10 industries targeted
- 60% of companies hit don't recover
- New industry of specialist that negotiate ransoms
- Attacks are up 60% during pandemic
- REvil group has attacked 40,000 organizations
- Ransom amounts are up \$220,000 Q1 2021 compared to Q4 2020



Cyber Insurance

- They have been targets
- Premiums up 29%
- Not just doing questionnaires at renewal anymore
- Cyber insurance was very profitable -now, breakeven
- Moving to discontinue ransom reimbursement



J&M Tank Lines

- April 2, 2019 – Attack
- April 6, 2019 – Main System Back Up
- April 8, 2019 – First Freight Bills Cut
- Aftermath:
 - 2 weeks until all sub systems up & running
 - Installed Fire Eye to monitor
 - Forensic team 90 days out to determine entry path
 - Knowbe4 Software
- June 2, 2019 – Attacked AGAIN



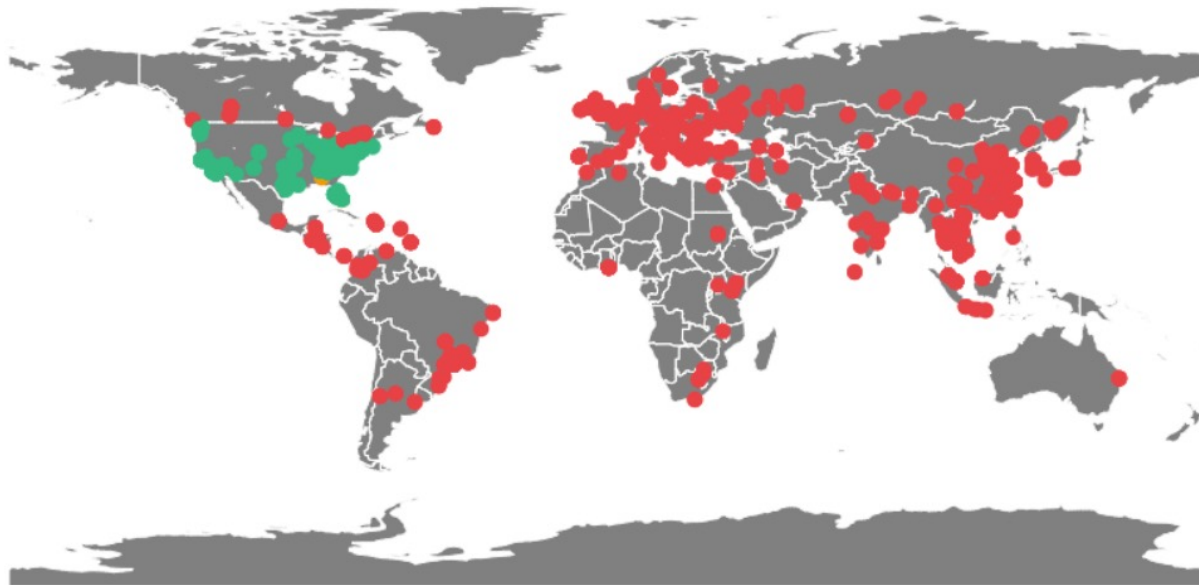
What have we done to prevent this?

- CrowdStrike
- KnowBe4
- Dual Authentication
- IronScales
- Severely restrict internet, program, and resource access
- Jajwuthtfapow New password



WORLDWIDE ATTACKS

The map below displays all of the locations around the world that Bad Actors are attempting to access your co
We are constantly monitoring your applications for theft of user credentials and unauthorized access.



7 Day Review:

**3782 individual
attempts to log into
J&M Tank Lines
accounts.**



Thank you!

