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To: Hunter Panels' Valued Customers  
From: Marley Mitchell  
Date: May 23, 2018

**RE: Transportation Bulletin**

In an effort to keep open lines of communication with you, we wanted to share some information regarding the ongoing driver shortage plaguing the U.S. trucking industry. This bulletin will explain the reasons for the trucking shortage, outline the steps Hunter is taking to secure additional trucking capacity, and offer tips to help you ensure your requested delivery dates are met.

**International Roadcheck**

This year's International Roadcheck will take place on June 5, 6 and 7. Many truck drivers choose to take vacation time during Roadcheck, so truck capacity may be in short supply throughout the week of June 4-8. As always, Hunter will make every effort to accommodate your requested delivery dates. However, if material delivery dates are flexible, please try to avoid deliveries during Roadcheck week as doing so will reduce demand and improve Hunter's chances of covering the freight that week. For more information about International Roadcheck, please visit: <https://cvsa.org/news-entry/2018-roadcheck/>.

**Trucking Shortages**

Reasons for the current trucking shortage:

- High demand – May 2018 saw the highest-ever ratio of loads per flatbed, with 111 loads per available flatbed. A strong economy and increased e-commerce both contribute to overall demand.
- Not enough drivers – An aging workforce, high turnover, low unemployment, the looming prospect of driverless trucks, and a 21-year age minimum all contribute to the shortage of over-the-road drivers.
- New regulations – Regulations implemented in December 2017 mandating the use of electronic logging devices (ELDs) have resulted in a 5%-10% productivity loss. In 2018, this mandate has been rigorously enforced.

**Best practices for distributors and contractors:**

To help to ensure your desired delivery dates are met, we recommend you consider these helpful hints:

- Submit purchase orders for the entire shipment (including fill orders and any special shipping requests like tarping) at least 7 business days prior to the requested delivery date.
- Place fill orders in a timely fashion. Shipping personnel cannot arrange transportation until they have the whole order, so last-minute fill orders give them less time to find a truck.



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- Unload freight promptly upon delivery to help us ensure that trucker drivers can stay on schedule and have a positive experience from start to finish.
- Be ready to promptly confirm your order multiple days ahead of shipment if asked. In some cases, shipping personnel may make confirmation calls two (or more) days prior to the shipment date, instead of the usual one day prior.
- Avoid last-minute order changes that affect the nature of the shipment (from non-tarped to tarped, adding a second stop, etc.).
- Plan to have capability for larger delivery windows.
- Ensure that common items are stocked locally in quantities sufficient to keep crews moving for an additional 24 hours.
- Take delivery of jobsite material prior to the day of installation.
- When possible plan crews and equipment for the day following delivery so that you can offload to the ground and crane to the roof the following day.
- Take all or part of the material into a local warehouse prior to installation start date.
- Arrange your own freight, particularly if you have your own trucking assets. If interested in this option, please reach out to your Account Manager to discuss pickup allowances.

There will be no changes to order placement cutoff times or customers' ability to request specific delivery dates and times. However, given the current trucking shortages, it is important to have reasonable expectations about Hunter's ability to "guarantee" delivery dates and/or times.

Regardless of trucking challenges, Hunter will continue to go the extra mile in its efforts to meet your delivery requests so you can optimize your labor and resources. Should you have any questions, please do not hesitate to contact me or your Account Manager.

Thank you for your continued support!

Best Regards,

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