

A BENNETT COMPANY

ACE DORAN

MONTHLY NEWSLETTER

FEBRUARY 2021



FROM THE DESK OF JIM COLLINS

GREETINGS FROM CINCINNATI!

I hope this writing finds each of you and your families staying safe and doing well. I'm happy to report that for the company as a whole we are off to a great start in 2021. The Wind Division experienced a slower than normal January and February but that is not entirely uncommon in that industry. The good news is that March is looking quite strong with close to 100% fleet utilization which is great news! All of our non-wind divisions: general freight, power only, van, machinery, steel, aluminum and all had a very strong first two months of the year and we feel good about the next several months in each of those areas as well. As the say:.... you have to make hay while the sun is shining. The sun seems to be shining - good luck in making your share of the hay! Please



contact the Operations Department if we can assist you in any way.

I'd like to ask each of you to consider joining us on the last Wednesday of every month at 2:00 PM for the Ace Doran All Call. This call is open to all contractors, drivers, agents, and employees of the company. We cover a variety of topics each month including the overall state of the company, safety updates, operational updates, fuel pricing and industry updates and other useful news and topics that should be of interest to you. Each month we average approximately 160 to 170 people on the call and would love to see that number increase to include all of you! Please consider joining us for this monthly call - we would love to hear from you! Please contact Pat or Alex in the Technology Department if you have questions about how to get connected. I would also like to ask each of you to be

sure to get your Safety Meeting in each quarter. These meetings are done remotely and take only approximately 20 minutes or so to complete. You must attend these meetings each quarter in order to qualify for your Quarterly Safety Bonuses. Last year Ace Doran paid out nearly \$500,000.00 in Safety Bonuses to our drivers. Please be sure to get your quarterly meetings in - we don't want to see any of you leave money on the table! Please contact the Safety Department if you have any questions.

My thanks to each of you for your hard work, the dedication to your profession, and for always keeping safety as priority one. May God continue to bless and protect you each day during your travels.

Safe travels.
Jim Collins - President

DRIVER OF THE MONTH

SAMANTHA ROMAN!

The Ace Doran Van Division would like to nominate, Samantha Roman 336186 to be driver of the month! Samantha displays a very positive attitude and does a great job at loading & delivering her loads on time. Furthermore, she is very safety conscious and always attends the safety meetings online. Samantha also always ranks high in revenue produced for the terminal. We feel Samantha is well deserving of this prestigious award.



ACE DORAN ALL CALL

The last Wednesday
of every month at
2:00 PM EST.

Call in number:
1-877-229-8493

Participant ID:
116871

Open to all contractors,
drivers, agents, and
employees!



FRANCES RISNER

Agent 097, from Cold Springs, TX. Frances Risner lost her home to a fire on Tuesday, Feb 16th. They recently dropped their home insurance so they could afford her husbands cancer treatments.

If you would like to support them, please reach out to Amy C. Cathy N. or Erin M. 513-681-7900 EXT 3107



Owner Operator Advisory Service

Free To All Bennett Family Companies SETTING GOALS TO HIT YOUR MARK

It's never too late to start setting your business goals for 2021 and beyond. With any business the first step is building the game plan to achieve your goal(s) - Without a plan you'll be lucky to get started let alone cross the finish line.

Let's start with some basics.

Be specific about what you want to accomplish:

- * Buy a new truck
- * Overhaul your truck
- * Paint your truck
- * Build up your finances



If it's replacing or buying a new truck then you need to do your research, ask a lot of questions to determine how much your willing to pay or how much you can afford to pay for a new truck or maintenance or cosmetic repairs (your real price "the goal")

Research financing options

- * Your credit score can cost you thousands of dollars or save you thousands of dollars
if your score is on the low side then consider waiting to give yourself time to increase
your credit score - check online loan calculators to see the difference in payment cost.

Note: We have some great owner operators in the OOP think tank that I've had many, many long conversations with about savings strategies and operational planning.

A low score can cost you upwards of \$500 monthly or \$6,000 annually or \$30,000 over the course of the financial terms of 5 years or so - a little patience can put this in your pocket vs. the finance company's WITH strategic planning.

Okay, now you've determined what kind of truck you want, the best financing available NOW it's time to:

Develop Your Plan

- * Being honest with yourself and discipline go hand in hand - Throwing a number up on the wall and hoping it'll happen will not work. Be realistic then discipline yourself to put that money aside, example Like a savings or investment account "pay yourself first" mentality will get you to your goal much quicker than a "I'll make it up next week" mindset.

LOREN BAILEY CONTACT:

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CLEAN INSPECTIONS!

We would like to recognize the following drivers with clean inspections

Robert Morris
John Robinson
Gordon Smith
Robert Girolamo
Levi J Miller
Leslie Aylsworth

Keith James
Raymond Gajoch
Dale Peters
Chuck Rhinehart
Bruce Bailey
Harrison Burrus



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