

AMTR Leaning Forward

AMTR Experts Join BiTA Blockchain Standards Think Tank

In May, members of **AMTR** attended the first-ever Transparency18 conference put on by *FreightWaves* and sponsored by the Blockchain in Transport Alliance (BiTA) and Georgia Tech. As the conference focus was blockchain technology, **AMTR** sent a multi-disciplined team to learn and get involved. Since **AMTR**'s audit work is focused at a unique intersection between shippers and carriers, we feel it is very important to be part of the evolution of this technology in the transportation industry. Niki Bolton (Truck Audits Manager) and Jim Sacrey (CTO) have since joined the BiTA Finance & Business Administration Think Tank where they will focus on smart contract applications, usable data structures, and the flow of freight billing, payment and auditing. The mission of the Think Tank is to create informative white papers regarding use cases and needs for blockchain, as well as to create prototype solutions, all with a focus on evolving transportation industry standards for blockchain.

AMTR Rail Expert Feeds Back to STB Reps

AMTR rail expert, Genie Crooms, took the opportunity to speak to Surface Transportation Board (STB) representatives at the recent National Association of Rail Shippers conference to express shipper concerns from the **AMTR** vantage point. The issues she discussed included: **1)** customer service as it applies to invoicing and correcting freight bills, **2)** placing shippers on credit hold for refunds (although prepaid terms remain unchanged), and **3)** rate reasonableness with respect to newly published mileage scale rates that have seen drastic increases. These are concerns that seem to be plaguing many shippers without any immediate remedy by carriers. **AMTR** was impressed at the STB representatives' willingness to listen and their genuine desire for feedback. We encourage shippers to take advantage of any similar opportunities when presented. The STB can help address shippers' key concerns, but only if it is made aware of them.



AMTR Intern Spotlight

In order to infuse new knowledge, talents and perspectives into our growing business, **AMTR** has worked over the past year to create a thriving internship program. Bringing onboard interns with varied educational backgrounds and professional experiences has allowed us to slingshot forward on a number of internal projects and accomplish strategic goals much more quickly and creatively than ever expected. As for the benefits for interns, we are working to ensure a fun, part-time job, and a great learning experience. **AMTR** is proud to announce this year's interns who have helped us to accomplish so much!

Pictured from left to right:

CJ Summerville—Univ. of Central Arkansas—Supply Chain Major
Alyssa Traylor—Univ. of Central Arkansas—Supply Chain Major
Peter Israsena—Univ. of Arkansas Little Rock—Comp. Sci Major
Brisa Bartczak—Univ. of Arkansas Fayetteville—Engineering Major

Quote

Leaning forward in your chair when someone is trying to squeeze behind you isn't enough. You also have to move the chair.

Ellen DeGeneres

Industry News

Tracking Trucking Trends

Capacity crunch, rising rates, disruptors and changing behaviors have been noted as possible 2018 trucking industry game-changers, according to *Forbes*. It is evident that there are some cause and effect relationships between these trends.

The capacity crunch of 2018 has been a popular topic across recent transportation literature, webinars and conferences. The reasons for the crunch can be contributed to several different factors and continues to be a concern for shippers.

Van, flatbed and reefer spot market rates were on the rise in 2017 and have continued upward in 2018. Contract rates have also been on the rise since mid-2017, though at a steadier pace. These rate increases have been attributed to the industry preparing itself for both tight capacity and the decline in driver availability. The combination of rising rates and diesel prices means certain freight bill increases.

Regulatory changes and new technologies are often disruptors in the trucking industry. Some recent regulatory disruptors include hours-of-service changes, ELD implementation, new state-implemented toll charges that are applicable to cargo-carrying vehicles, implementation of the Food Modernization Safety Act (2016), and the recognition of smart contracts as legal instruments in a few states. Technologies that have been identified as disruptors include IoT devices used for monitoring and tracking, new software that allows easier contracting for freight, and even new 'sharing' apps, such as those offered by Uber Freight, Convoy and Amazon, that allow a quick connection between available carrier capacity and ready-to-ship freight.

These trends are all converging to drive a fourth trend—changing behaviors. As rates have steadily increased, carriers have become more selective in choosing shippers with whom they work. Alternatively, shippers are working hard to increase their appeal to carriers by reducing pickup and delivery delays, improving treatment of drivers, and paying freight invoices in a more timely manner.

No matter the trend, carriers want to operate in a safe environment, shippers want freight delivered on time, and all parties want to be paid or billed correctly. **AMTR** helps shippers navigate industry changes, whatever they may be, by ensuring freight overcharges are not an unintended consequence.



AMTR Truck Auditor Selected for SWARS Scholarship

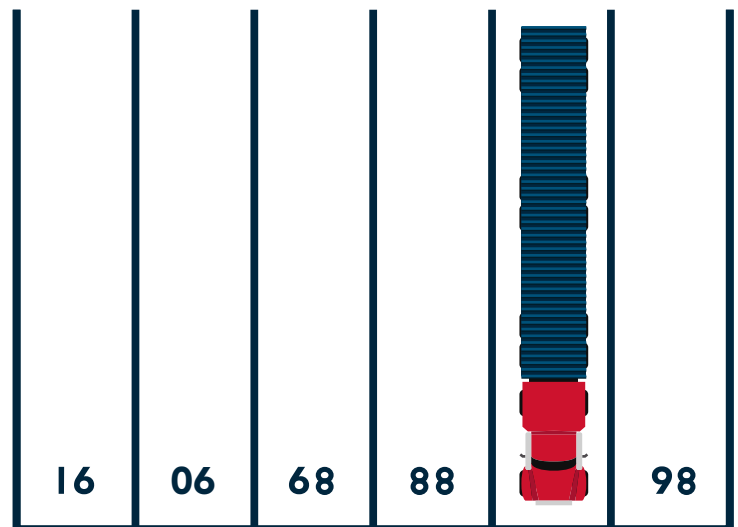
AMTR is excited to announce that one of our own, **Kelly Kirkpatrick-Lee**, has been awarded a Southwest Association of Rail Shippers 2018 George J. Elking, Jr. Scholarship. This is her second time to be awarded this scholarship. She has worked at **AMTR** for eleven years and currently serves as the Assistant

Manager of the Truck Audits Team. Never one to give up, Kelly has pursued a Bachelors in Business Management, often carrying a full academic load while working full-time. She will graduate December 2018 from the University of Arkansas at Little Rock. Her academic pursuits embody our company core value of "seek knowledge always"; we are so proud of her. Congratulations to Kelly!

American Truck & Rail Audits, Inc. Summer 2018 Brain Teaser

A Spot in the Numbered Lot

What is the number of the parking spot containing the truck?



Source: <http://www.ranker.com/list/brain teasers-adults-struggle-with/lowe-saddler>

Find the solution for this brain teaser at amtr.com/brain-teasers

Come See Us at These Upcoming Events!

MARS—Summer Meeting

July 16 - 17

Lake Geneva, WI

Midwest Specialty Grains Conf. & Tradeshow

August 28 - 30

Kansas City, MO

NEARS—Fall Conference

September 25 - 27

Westchester, NY

SWARS Semi-Annual Meeting

October 3 - 4

Dallas, TX