



As I write this, 2017 is quickly coming to a close. During the year, the seemingly never ending changes in the industry have continued with the ELD Mandate being the last major DOT initiative of the year. With the current administration in Washington, it is unlikely that we will see new regulations beyond those that had already been approved before the 2016 election. *One thing that I want to stress is that no matter what changes have happened or will happen, your job is necessary to our economy and Styer will continue to support you and assist you through changes.* We will be here to train you, support you and make sure you have the resources you need to succeed.

Some notes:

Continued growth in demand for freight is demanding that we get more drivers into the industry and into Styer and contrary to what you here on the news, driverless trucks are not going to happen anytime in the near future.

Technologies such as auto braking, lane departure technology and others will continue to be developed to assist drivers in doing their jobs.

Encourage the young people you know to get their CDL's and begin driving careers. There are opportunities in this industry available for any able body that is willing to work for a living.

As you know, the job of a driver has many rewards. It can be a demanding job but it is also a satisfying job that allows you many freedoms and provides a sense of accomplishment. We often dwell on the negatives of our jobs but driving has many positives and you should feel proud of your career choice and that you work hard to make an honest living.

If you know anyone that is currently driving elsewhere, encourage them to DRIVESTYER! Refer them to Keith who will do all the legwork to get them set up and you'll get a nice financial bonus for the referral.

2018 is sure to bring challenges and opportunities. We are working hard to provide an environment that will allow us all to succeed. You can be assured that we are pushing for your interests whenever we talk with customers. We are blessed to have many customers that know and appreciated the great service you help us provide. Joe and I are here working for you! And can't tell you how much we appreciate our drivers and the tremendous work they do for Styer and also how much we appreciate the staff we have at the Styer office that keep things running smoothly with ever changing demands. Be proud of the industry you work in and the career that you have chosen. You are among the hardworking and honest people in our industry that are the unsung heroes that keep our fast paced world working seamlessly.

Mel Simon
President