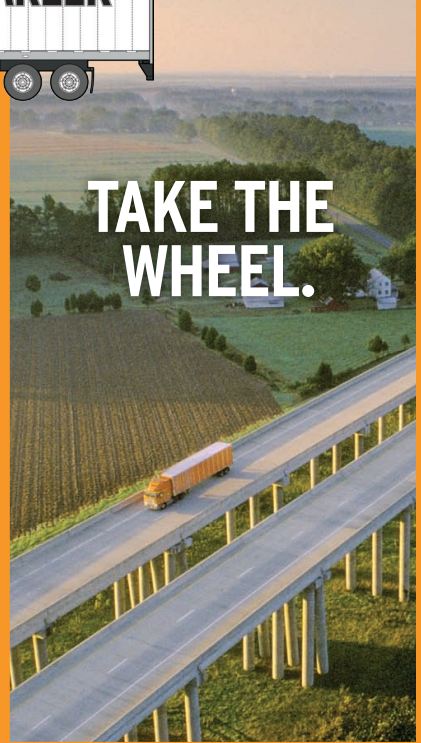


THE ROAD IS CALLING

GetTrucking.com

Types of Jobs

Truck drivers
Heavy equipment mechanics
Safety & compliance
Dispatchers
Sales
Office support (payables, receivables, HR, etc.)
Warehousing
Equipment operators (loading and unloading)
Indirect services to the industry
 Equipment dealer & parts
 Service & maintenance (tires, engines, electronics, etc.)
 Insurance
 Lubricants & fuel sales



Demand for Trucking Jobs

Currently there is a truck driver shortage of 60,000 drivers and it is growing each year – the demand for professional truck drivers is growing faster than the number of new drivers entering the field.

Like teachers, doctors, firefighters and law enforcement, trucking skills and credentials are portable and in demand all over the United States and internationally. No matter where you live, trucks will be needed to deliver goods.

Trucks are essential to our economy – everything from food, books and clothing, to electronics, automobiles and medical supplies.

In 2016, the U.S. trucking industry hauled 71 percent of the total volume of freight transported in the United States.

In Maine, over 84 percent of our communities depend exclusively on trucks to move their goods.

Driver Compensation

In 2016, the trucking industry in Maine provided about 31,000 jobs, or one out of 16 in the state.

Total trucking industry wages paid in Maine in 2016 exceeded \$1.4 billion, with an average annual trucking industry salary of \$44,113.

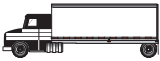
How much a truck driver makes varies greatly on the driver's experience, safety record and type of route. Drivers with experience can make between \$65,000 and \$70,000 per year. However, for more specialized driving, such as being part of a sleeper team, drivers can make \$100,000 per year. Similarly, drivers that spend days out at a time doing over-the-road deliveries tend to make more than city drivers.

PROFESSIONAL TRUCK DRIVERS & TYPES OF DRIVING JOBS

Most individual long haul drivers average from 100,000 miles to 110,000 miles a year, with an average daily run of about 500 miles a day. Regional and city drivers average about 48,000 miles behind the wheel annually. You do not need to buy or lease your own truck for most driver jobs. The vehicle is provided for you and usually maintained by the trucking company.

TYPICAL TRUCK CONFIGURATIONS

Straight Truck



3 Axle Semitrailer



4 Axle Semitrailer



5 Axle Semitrailer



5 Axle Sleeper



5 Axle Tanker



5 Axle Flatbed



Twin Trailer (Doubles)



U.S. professional truck drivers are both men and women, vary in age, race and educational background, and live all over the United States. There are different types of truck drivers, including:

Over the Road / Long-Haul Drivers operate heavy trucks and drive for long periods of time, either interstate (between states) or intrastate (within one state). Some long-haul drivers travel a few hundred miles and return the same day; others are away from home overnight, or for several days or weeks at a time. Some drivers work in teams, including husband and wife teams.

Pick-up and Delivery (P&D) / Local Drivers operate light, medium or heavy trucks and work in route-sales or pick-up-and-delivery operations. These drivers have more contact with customers than over the road drivers and usually make more stops each day. Those P&D drivers often need sales skills in addition to driving skills.

Specialized Trucking involves specialized trucks that handle unusual, oversized or sensitive loads. Drivers cover local and long-distance routes, and need extra training to operate their equipment. Examples of specialized trucking include auto carriers, dry bulk carriers, (permitted) oversized and overweight loads, or double and triple trailers. Other permits may be needed.

Hazardous Materials Drivers need additional training. Drivers need to know about the content of the loads they are hauling, how to handle the loads safely and what to do in an emergency. Drivers who transport hazardous materials must also take a special test when applying for the CDL that certifies them as a hazardous materials driver. Examples of hazardous materials drivers include tank truck, over the road or P&D drivers carrying hazardous materials. Other permits may be needed.

An **Owner-Operator or Independent Driver** owns his or her equipment, anything from a straight truck to a flat-bed tractor-trailer, and hauls freight on a contractual basis. Husband-and-wife owner-operator teams are very common, especially in the household goods moving industry. It is possible to make a good living as an owner-operator, but like many businesses, the competition is tight and there are many overhead expenses involved – equipment purchases, maintenance, fuel and insurance, to name just a few. Most owner-operators begin their careers as salaried drivers with a motor carrier before starting their own business.

YOU SPENT YOUR CHILDHOOD PLAYING WITH TRUCKS.



WHAT HAPPENED?

MY OFFICE HAS A BETTER VIEW THAN YOURS.



QUALIFICATIONS

To qualify for a truck driving job with a company operating in interstate commerce, a driver must meet the minimum requirements prescribed in the Federal Motor Carrier Safety Regulations guide. Each applicant must pass a knowledge and skills test. In addition to federal regulations, most companies have other rules and guidelines which a driver must follow. Some basic requirements:

AGE: While many states (including Maine) allow those 18 and older to drive trucks within state borders, federal regulations require drivers operating across state lines to be at least 21 years of age. (Please note that most interstate fleets do require over-the-road drivers to be at least 25 years of age.)

LICENSE: Every truck driver must have a valid Commercial Driver's License (CDL) issued by his/her state of domicile. A commercial driver can hold a license from only one state. Specific endorsements (i.e.: hazardous materials, tank, double or triple trailer) may be required depending upon the company's needs and the type of equipment you will be operating. Go to www.fmcsa.dot.gov for information.

PHYSICAL CONDITION: The U.S. Department of Transportation requires a driver to have a complete physical examination at least every two years. A driver must not have suffered any loss of a limb, nor have any physical defect or disease likely to interfere with safe driving, or has been granted a skill performance evaluation certificate. A driver must not have a medical history or clinical diagnosis of diabetes that requires insulin for control.

VISION: A driver must have a minimum of 20/40 vision in each eye, with or without corrective lenses, and have a 70 degree field of vision in each eye. Drivers may not be color blind.

HEARING: A driver must be capable of perceiving a forced whisper in the better ear at not less than five feet, with or without the use of a hearing aid.

EDUCATION: All drivers must be able to read and speak English well enough to understand traffic signs, prepare required reports, and speak with law enforcement authorities and the public. (Note: Some companies may have additional educational requirements.)

SAFETY: The U.S. Department of Transportation sets safety rules for interstate truck drivers (vehicle inspections, hours of service, etc.), and drivers must learn these rules and comply with them. Maine has adopted similar rules for intrastate drivers.

SUBSTANCE ABUSE: Strict regulations forbid the use of alcohol or drugs prior to or while operating commercial vehicles. Drivers are subject to drug and alcohol testing by their employers and by law enforcement officials under four different circumstances: pre-employment, post-accident, reasonable suspicion and random testing. Additionally, a driver must have no current clinical diagnosis of alcoholism, and must not use any illegal drugs.

CRIMINAL / DRIVING RECORD: A driver must not have been convicted of a felony involving the use of a motor vehicle; a crime involving drugs; driving under the influence of drugs or alcohol; or, hit-and-run driving which resulted in injury or death.

EXPERIENCE: Most trucking companies will want drivers with commercial driving experience, most likely anywhere from two to five years of safe driving experience. However, some companies operate their own driver training schools and readily employ its graduates as new truck drivers. As a new trucking company driver you will also be provided on-the-job, advanced training to help you feel comfortable with the company's equipment and operations before venturing out on the open road.

Drivers who succeed are usually those who have excellent driving records, participate in company and industry safety meetings and receive advanced training. Truck drivers can, and often do, advance to jobs in sales, safety or operations within their company. Other drivers become driver trainers or advance to handle specialized equipment.

EDUCATION OPTIONS – HOW TO CHOOSE A TRUCK DRIVING TRAINING SCHOOL?

A good way to get started on a career in driving is by enrolling in a truck driver training program. Driver training schools can be found in most parts of the country, often in community colleges, vocational-technical schools, and through private, proprietary schools. Many trucking companies also operate their own training facilities.

Visit the Commercial Vehicle Training Alliance, the National Association of Publicly Funded Truck Driving Schools or the Professional Truck Driver Institute websites and learn more about driver training schools. Those organizations represent some of the most reputable schools.

Choosing a good driver training school takes careful research and a lot of comparison shopping. To find the program that is right for you, visit as many schools either in person or on-line as you can and consider the following guidelines: The school should have adequate facilities for in-class instruction, comparable to the average public school classroom.

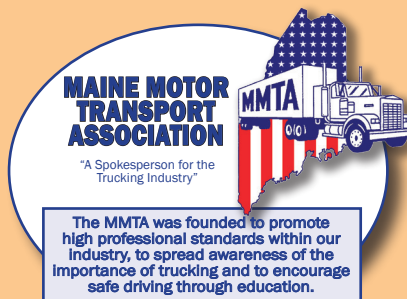
Classroom instruction should include lectures and training videos, and should adequately prepare you to pass the Commercial Drivers License (CDL) exam. Consider the teacher-student ratio and what courses are offered. Be sure their class curriculum is outlined in detail.

The school should provide a variety of well-maintained trucks, tractors and semi-trailers to train you for local, long-haul and city pick-up-and-delivery driving. The school should have an off-street area for initial, behind-the-wheel instruction in vehicle handling and maneuvering .

Instructors should have a solid background in truck driver training, combining education and actual driving experience. Be wary of schools that claim to be endorsed by the federal government, trucking associations, specific truck fleets, or that claim to train you in less than two weeks. Contact organizations to which such endorsement is noted and verify the claims.

Check with the local board of education or business licensing agency to see which certificates or licenses the school is required to have. Then, check to see that the licenses are displayed and are valid. (Telephone numbers for these agencies usually can be found in the state and local government section of the telephone directory or on the web.)

One of the best ways to verify the reputation of a training school is to ask local trucking companies if they hire graduates from that school. Talk with recent graduates about the content and quality of training received, and ask if they have been successful in finding a truck driving job. Ask the training school how many student graduates receive their CDL.



The MMA was founded to promote high professional standards within our industry, to spread awareness of the importance of trucking and to encourage safe driving through education.

