



TLD Logistics Services Inc. (TLD) was formed by Toyota Tsusho America, Inc. (TAI). TAI is a wholly owned subsidiary of Toyota Tsusho Corporation, which was founded as a trading and supply chain specialist for the Toyota Group. TAI has been operating in North America since 1960 and through the years has developed into a multi-business enterprise with diversified supply chains.

Since the inception of the TLD Logistics Services, Inc. in November 2008, TLD has experienced strong growth rates. Last year was our largest growth year in our brief history, growing over 42% to an annualized revenue of \$84 million dollars. Our growth plans for the next three years are equally aggressive. Our expected growth rate for this fiscal year is 10% (our fiscal year runs from April through March), 20% in fiscal 2015, and 15% in fiscal 2016. We started our operation in Crossville in January 2011 with thirty drivers. Our driver count reached 101 at the start of this month (August 2013). We are committed to growth in Crossville and we have been very successful in developing relationships with some large companies in Crossville including Flowers, CoLinX, Mizkan, and Royal Oak. We are very excited about our future in Crossville, TN and we appreciate the reception we have received from the business community in Crossville, TN.

TLD has 20 different locations, with the largest terminal based here, in Crossville; TN. TLD is requesting that the Tennessee College of Applied Technology and the City of Crossville help provide a specialized training course for our employees and others in our community to attain a Commercial Driver's License.

Through the combined efforts of the City of Crossville, TLD and TCAT, the Truck Driver Training program will prepare students to pass the tests required to obtain a Commercial Driver's License.

These include:

- The Knowledge Test
- The Skills Test
  - Pre-Trip Vehicle Inspection Test
  - Basic Vehicle Control and On the Road Test

TLD is requesting from TCAT a Truck Driver Training Course that provides classroom instruction to gain the aptitude necessary to pass the Knowledge Test, Pre-Trip Test and will include basic comprehension on:

- DOT Regulations
- Understanding Freight Documents
- Trip planning and the use of a Motor Carrier Atlas
- Logging procedures
- Vehicle and vehicle component orientation and safety.

TLD is requesting from the City of Crossville the use of a 3 acre tract for the truck driving training. The request for a temporary lease includes:

- Culvert and Rock
- Subject to the Sale of Property or Building of a Spec Building. At which time, the City of Crossville would give TLD a 90 day Notice of Cancellation and would then provide another suitable location for the truck driving training.

TLD will provide the training necessary for the skills test. We will provide two truck/trailer combinations and a Certified Instructor. One unit will be located at TCAT for the training necessary for the Pre-Trip test. One unit will be used on site at the skill training location provided by the City of Crossville to train and practice for the skills portion of the CDL test.

This will include:

- Coupling and Uncoupling the truck and trailer.
- Backing
- Straight, Offset, Alley and Parallel Parking
- Road Driving including; Interstate, Secondary and Highway Roads and City Streets.
- Weather and Road Conditions

Here are a few statistics as to why this Truck Driving School would be beneficial to our community.

There are currently 25,000 open trucking positions across the country and not enough qualified people to fill them, according to the American Trucking Association. They also stated that the shortage is here to stay and that it is going to get worse.

Trucking companies have hired about 40,000 workers over the past 12 months.

The Bureau of Labor estimates truck drivers will see an employment growth of 21% by 2020.

Truck driving is a career you train for quickly and make an average of \$48,000.00, even in the first year of employment.

Con-Way (competitor to TLD) has had better success with drivers hired from their schools. Their driver retention rate is about 40% when hiring experienced drivers "off the street". Their driver retention rate is at 90% with "home-grown" drivers trained at their schools.

A Truck Driving School would help people find a different opportunity for a new career.