



COASTAL PLAINS THE DISPATCH

VOLUME 2 ISSUE 2  SEPTEMBER 2019

Coastal Plains is adapting to the “New Oilfield” that is a reaction to the owners/investors’ expectations of our customers. These customers are expecting consistent and reliable returns regardless of the price of oil and gas. The reliability and repetition of their earnings is their number one objective. Our daily volume decline is a direct result of this shift in the strategy of our customers. In addition to the reliable return expectation, all public companies are subject to a new investment evaluation criteria known as Environmental, Social, and Governance (ESG). The combination of both shifts within months of each other has caused much of the decline over the past few months. However, there are silver linings for Coastal Plains Trucking. First, these shifts, as painful as they are, will help to eliminate the “boom bust” swings that have been the history of the oilfield. Second, our largest customer is an industry leader in adopting the changes. This will produce reliable and consistent work for Coastal Plains Trucking. We are working closely with EOG to make sure we are ready for the change. As our customers change, so will we. We will continue to strive for excellence by focusing on Safety, Team Member Retention, Training, Maintenance, and expecting more from Technology. We will need everyone’s help to continue to grow, improve, and create an excellent company and work environment.

Coastal Plains Trucking is up and running in Wyoming, hauling crude for EOG in the Power River Basin. We currently have 17 trucks running out of our yard in Wright, Wyoming. Derrell Hardison and his team are developing the operations and processes for us now. The truck shop and workforce lodge is under construction. Our truck shop will be a 3-bay shop with all of the amenities to provide for a safe place to work in the Wyoming weather. The lodge will have 120 single-occupancy rooms with full cafeteria, gym, entertainment, and theater rooms. We expect the construction to be completed mid-October. Thanks to everyone that helped make Wyoming’s opening safe and successful. We really appreciate the effort and flexibility.

We continue to see growth opportunities in our Specialty Services division. We are currently hauling sand in Wyoming and

will develop our nitrogen footprint in that area. Our potable water fleet is becoming a leader in the Permian Basin by providing safe and reliable potable water to remote workforce lodges. We will be expanding our relationship with West Texas’ largest lodge operator in the coming weeks, which will increase our water-hauling business. The nitrogen division is continuing to expand its customers outside of the oilfield to industrial customers. We will continue to diversify our customer base as we adapt to the “New Oilfield.”

As you have seen over the past few months, we are continuing to high grade our fleet of trucks and trailers. Our goal is replace 25 W900 trucks with T880 trucks this year. Currently, we have purchased 10 T880 and 15 more will be ready for work in the next 6 weeks. We are also working with the manufacturer of the trailers to improve and update the rear-end suspension. We will be retrofitting many of the trailers to the new assembly over the next several months to provide a more durable trailer. We have also started construction of a new workforce lodge on our Orla yard to provide housing for our team. The Target lodges will provide food services for the team. The construction should be finished in early September. Many have already seen the implementation of Samsara system into the trucks. The change will help us better communicate with our customers and provide better safety feedback and training for our team and the public. Please help by learning and using the system to its potential. I think you will be impressed with the results. Thanks to Richard Howard, Sarah Dougherty, and Scott Marcotte for their efforts to make the transition smooth and successful.

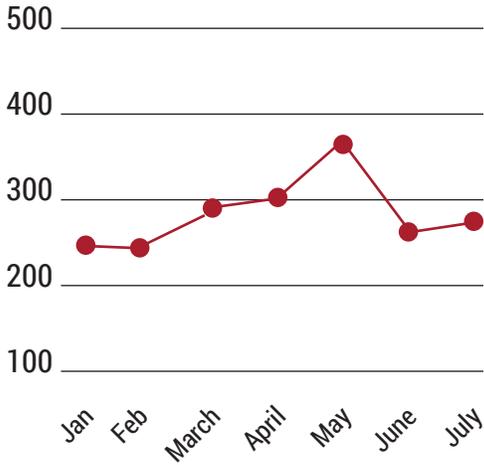
Thanks to everyone for their efforts for a successful safety quarter. The training and awareness is important for a successful safety program. We want everyone to go home safely every day. We also need to do our part to make sure we set good examples in the shops and offices by following the rules and laws and by being in the present in all phases of our work. Be aware of school starting and the new driving habits of the public.

Until Next Time,

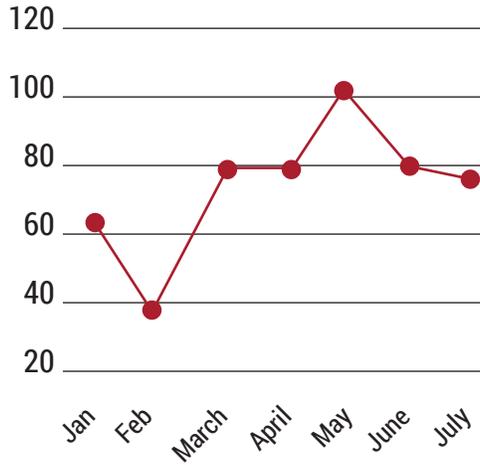
Stephen Greak and Andy Cunningham

LOAD COUNTS

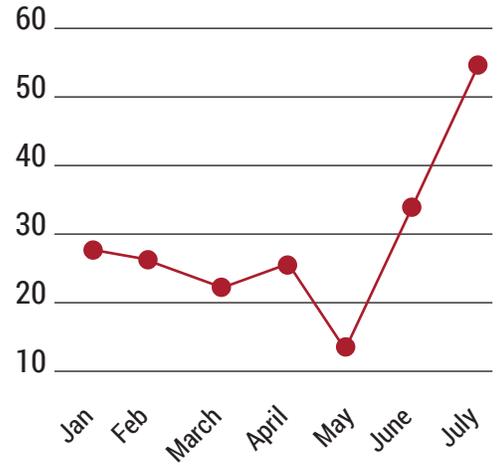
NITROGEN LOADS



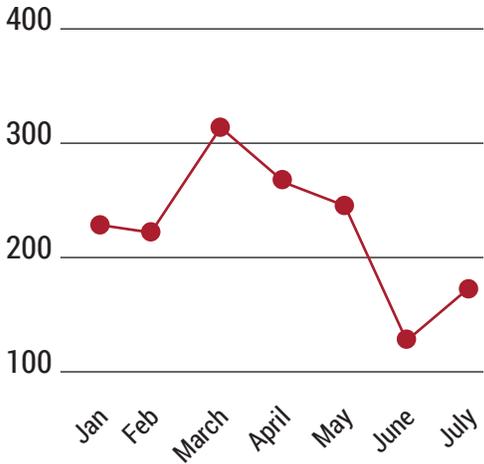
DIESEL LOADS



JET FUEL LOADS

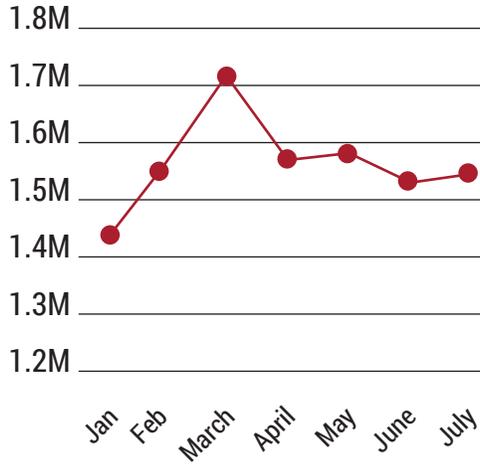


WATER LOADS



CRUDE BBLs

Texas & Wyoming



AT A GLANCE

Total load counts for January-July

Nitrogen	2,006
Diesel	520
Water	1,560
Jet Fuel	203
Crude BBLs	10,955,983

UPCOMING NEW EQUIPMENT

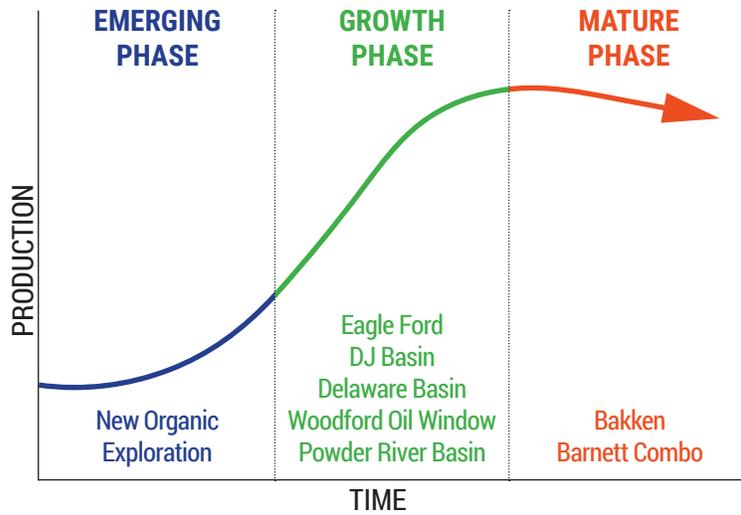
Coastal Plains Trucking supports our drivers and clients with the best equipment, turning over trucks every 250,000 miles (or 2 years). When customers expect a pick up or delivery, our trucks are ready for the job. When drivers are on our schedule, they are on the road.

TRACTORS	MAY	JUNE	JULY	AUG	SEPT	OCT	TOTAL
Wyoming	5	5	5	5	0	0	20
Texas	0	0	5	5	10	5	25
TRAILERS	MAY	JUNE	JULY	AUG	SEPT	OCT	TOTAL
Wyoming	5	5	5	6	0	0	21



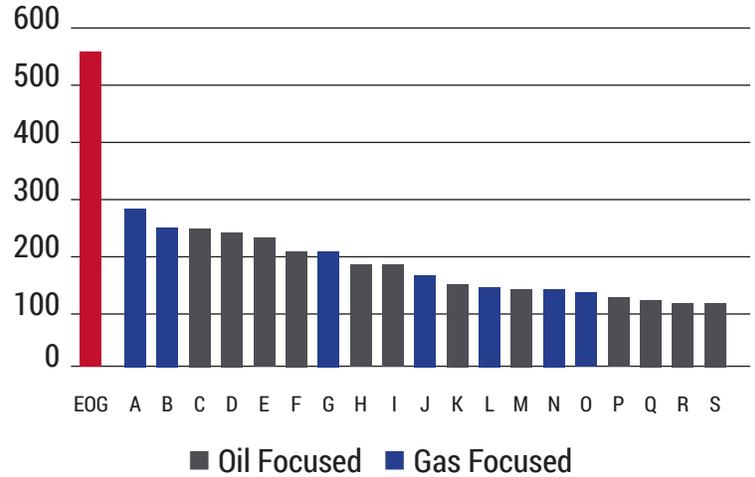
EOG MILESTONES

We haul crude in the Eagle Ford, Delaware, and Powder River Basins. These are all in the "Growth Phase" in the life cycle of a typical oil & gas asset.



EOG leads the "Thousand Club" with the highest number of wells reaching >1,000 Boed

NUMBER OF WELLS WITH 30-DAY PEAK RATE > 1,000 BOED



Our truck yards are located in the Eagle Ford, Delaware Basin, and Powder River Basin. These basins contain 92% of EOG's Net Undrilled Premium Locations. There should be many years of work in these basins.

Play	Net Undrilled Premium Locations	2019 Average Drilling Rigs	2019 Average Completion Spreads	2019 Net Planned Completions
Eagle Ford	2,300	9	6	300
Delaware Basin	4,815	18	6	270
Wolfcamp	1,700			220
First Bone Spring	540			15
Second Bone Spring	1,300			25
Leonard	1,275			10
Powder River Basin	1,630	3	1	40
Mowry	875			
Niobrara	555			
Turner	200			
Bakken/Three Forks	33	1	<1	20
Wyoming DJ Basin	150	2	1	35
Woodford Oil Window	260	2	1	30
Other Plays	-	2	1	45
Total	≈9,500	37	16	740

GOAL TO GREEN

Congratulations to our Goal To Green winners! Each hit the monthly goal 6 months in a row so they qualified for the \$600 double payout on this program.



Loy Shaw



Keith Doak



Craig Williams



Ted Neimeyer



Rodney Luce



Edward Sariana



Jayson Balasi



Arturo Mendez

DRIVING FOR EXCELLENCE

LET'S GET FIRED UP

Top drivers recognized in key performance categories also took home a custom Coastal Plains Trucking BBQ Pit. These pits were awarded first and foremost based on safety records as outlined in the driver's scorecards, with consideration for attendance and production.



Edward Sarinana, Charlotte



Runner Up
Arturo Mendez, Charlotte,
received a special gift.



Jayson Balasi, Stockdale

EMPLOYEE CELEBRATIONS



IT'S A GIRL...

Welcome to our newest member of the CPT family. Miss Bonnie Bella Myra Guy joined us on Aug. 6, 2019 weighing in at 7 lbs 8 oz. Proud parents are Jeff and Paulette Guy. Congratulations to Jeff and his entire family!



...AND BOYS!

And another welcome to two more members of CPT family. Daniel Quinonez and his wife welcomed twin boys, Daniel Jr. and Eziquel, on Aug. 23. Congratulations to the Quinonez family!



SAVINGS MADE SIMPLE



Once you've been here 6 months, you can opt into the Coastal Plains Trucking 401(k) savings program.

We offer a 100% match on all your contributions each year, **up to a 3% discretionary match.**

If you earn **\$60,000**, and commit **3%** of your income (**\$1,800**) to the plan, **Coastal Plains Trucking will also contribute \$1,800.** If you contribute more than 3% of your salary, the additional contributions are unmatched.

A **single CPT match** of \$1,800 invested for 35 years at a 6% return results in **\$13,835.** However, a **repeated annual \$1,800 match** over 35 years results in **\$226,453!**

Have you ever wondered, "How much should I contribute to my 401(k)?"

The easy answer: Contribute at least enough to earn all of the matching dollars your company offers. Whether an employer match is small or large, it amounts to free money. Coastal Plains Trucking employees can start participating in the 401(k) plan in the first quarter after six months of service. We offer a dollar for dollar up to 3% discretionary match.

A 401(k) is a retirement savings plan. How much money you'll need in retirement depends on when you plan to retire, how much of your current salary you want to replace and how much you want to rely on Social Security income. Most experts recommend saving 10% to 15% of your income.

A 401(k) can make saving for retirement easier, since the money is taken out of your paycheck. If your employer matches any portion of the money you contribute to a 401(k), make

sure you're directing money into that account, at least until you receive the full match.

Want to save more? Consider contributing to an Individual Retirement Account (IRA). IRAs offer tax advantages and growth potential beyond traditional savings accounts. IRA savers have access to a greater choice of investments than many 401(k)s. You can contribute up to \$6,000 to an IRA each year (or \$7,000 if you're 50 or older).

Are you a super saver? If you max out your IRA options, you can turn back to your 401(k) and make up to \$19,000 in annual contributions (if you're 50+ this can be up to \$25,000). If you contribute \$19,000 to a 401(k) each year for 35 years and get a 6% average annual return, you could make up to \$2.4 million.

Once you contribute to a 401(k), you should consider that money locked up for retirement. In general, taking money out before you turn 59½ years old will result in high penalties and taxes.

2ND QUARTER ANNIVERSARIES

Thank you for your commitment!

8 YEARS

Jenny Flores 4/28/2011
Walter Hagge 5/26/2011
Richard Jimenez 6/9/2011
Donald Shaw 6/9/2011
Andy Cunningham 6/13/2011
Greg Ferguson 6/20/2011
Leonard Johnson 6/20/2011
Silvester Torres 7/25/2011
Jonas Rosen 8/1/2011
Chad Wiatrek 8/15/2011
Rodney Luce 8/22/2011
Terence Kadura 9/6/2011

7 YEARS

Willam Rieves 4/19/2012
Joe Hill 4/23/2012
George Barrientez Jr. 5/4/2012
Adam Valadez Jr. 7/5/2012
Lee Coler 8/27/2012

6 YEARS

John Flores 4/23/13
Cheryl Ducharme 4/29/2013
Douglas Fowler 5/21/2013
Ted Neimeyer Jr. 5/21/2013
Bryan Turner 6/18/2013
Bernard Garrett 8/20/2013

5 YEARS

Keith Doak 4/29/2014
Conrad Mason 6/3/2014
Scott Marcotte 7/7/2014
Prisco Olvera 7/28/2014
Jose Jasso 7/31/2014
Arkadiusz Pielecki 9/4/2014
Jeffrey Guy 9/18/2014

4 YEARS

Jesus Bosquez Jr. 4/14/2015
Daniel Quinonez 5/25/2015
Gerardo Cantu 6/2/2015
Michael Yow 6/29/2015

3 YEARS

Petra Macias 7/6/2016
Sandra Montemayor 7/6/2016
Gustavo Rivera 7/6/2016
Paul Woodall 7/6/2016
Victor Flores 7/12/2016
Arturo Mendez-Alvarez
7/12/2016
Andrew Morales 7/12/2016
Ralph Brunt 8/25/2016
Luis Velazquez 8/25/2016

2 YEARS

Rodolfo Velazquez 4/12/2017
Mario Rios 5/3/2017
Donald Little III 5/10/2017
Kevan Kinnard 5/17/2017
Gerardo Acevedo 5/18/2017
Manuel Barrera 6/1/2017
Mary Quintero 6/3/2017
Okanlawon Ogundeji 6/9/2017
Robin Shepherd 6/29/2017
Sergio Lopez 7/27/2017
Edward Sarinana 8/17/2017
Scott Polasek 9/8/2017

1 YEAR

Wayne Senkbeil Jr. 4/10/2018
Richard Boese 4/23/2018
Jose Garza 4/24/2018
Derrell Hardison 5/2/2018
Charles Lowery Jr. 5/7/2018
Clayton Allmon 5/21/2018
Elesar Gutierrez 5/24/2018
Eric Escue 6/4/2018
Jose Sauceda 6/4/2018
Eligio Aguilera Jr. 6/12/2018
Pedro Trevino 6/14/2018
Justin Lopez 6/21/2018
Gabino Bautista 6/28/2018
Ismael Rodriguez 6/28/2018
Jesse Guffey 7/28/2018
Destiny Sims 8/6/2018
Steven Wingfield 8/9/2018
Marquis Woodhouse 8/9/2018
Omar Berrones 8/29/2018
Pedro Ramirez Jr. 9/4/2018
James Anderson 9/18/2018
Terence Sheffield 9/19/2018
Leonard Leggitt 9/25/2018
Jeffery Brannan 9/26/2018

HEALTHY HABITS

ASLEEP AT THE WHEEL

There is nothing safe about driving while drowsy, and commercial drivers are among those considered to be most at risk for crashes, injury or deaths associated with being tired behind the wheel. A federal study found nearly 1/3 of commercial truck drivers could have sleep apnea, which causes interruptions in sleep that increase driver fatigue.

Driving tired can be just as dangerous as driving under the influence. Losing 2 hours of sleep a night is like driving after 3 beers.

Stay alert and don't get hurt with these four tips.

1. Get "Enough" Sleep

How much is enough sleep? It's different for every person. Sleep specialist Dr. Meier H.

Kryger defined "enough" as "the amount of sleep that leaves you wide-awake, alert, in a great mood, and functioning at your best."

Did you know NASCAR driver Kurt Busch averages seven to eight hours a night?

NBA player LeBron James sleeps 12 hours a night. NFL wide receiver Larry Fitzgerald gets nine hours, but likes to bump it up to 10 or 11 hours the night before a game.

To perform your best, don't skimp on the Zzzzs.

2. Check the Label on your Medication

Many painkillers, muscle relaxants, antihistamines, antidepressants, blood pressure medications, and even cold medicines can cause drowsiness and impair your ability to drive safely.

3. Healthy Habits for Better Sleep

Better sleep can take practice. Try adding some of these healthy habits to your routine to help you fall asleep faster and stay asleep longer each night.

- 🕒 Go to bed at the same time each night.
- 🕒 Make sure your sleeping space is quiet and dark (this means turning off electronics with screens).
- 🕒 Cut off caffeine early in your day and don't eat a big meal before trying to go to bed.
- 🕒 Make time in your day for a walk, stretch or exercise.

Losing
2
HOURS
of sleep a night
is like having

BEERS

SAFETY CORNER

DISTRACTED DRIVING CELL PHONES. JUST DON'T USE THEM!

Did you know that more than 90% of crashes are caused by human error? Errors like missing road hazards or detecting them too slowly, choosing incorrect defensive driving actions, and driving distracted or in an altered state, such as under the influence of drugs and/or alcohol, are some of the most common mistakes drivers make that can cause crashes.



Cell phone use creates distractions that cause thousands of deadly crashes every year. Studies have shown that a driver is as impaired when they drive and talk on a cell phone as when they drive under the influence of alcohol. It's no doubt that as technology has improved that we have become more dependent on our cell phones. We use them for pretty much everything. As the use of cell phones has grown, the National Safety Council has compiled data on crashes related to the use of cell phones. They have estimated that cell phone use accounted for 21% of all crashes in 2010 and increased to 27% of car crashes in 2015. Where will it climb to in 2020?

While many people believe that hands-free cell phone use is less dangerous than handheld use, the NSC says that is not the case. It is just as much of a risk because hands-free cell phone use can cause just as much distraction because conversation takes the driver's focus off the road similar to that of daydreaming.

Because Coastal Plains acknowledges that cell phone use while driving is a common and harmful distraction, we have adopted the FMCSA regulation regarding the use of cell phones while operating a CMV or company vehicle. This regulation restricts a CMV driver from holding a mobile device to make a call, or dial by pressing more than a single button. Drivers who use a mobile phone while driving can only use a hands-free phone located in close proximity. The FMCSA also defines reaching for a mobile phone that requires a driver to maneuver so that he/she is no longer seated in the driving position, restrained by a seatbelt, as using a mobile phone.

While CPT allows its drivers to use hands-free, we encourage drivers to do so only when truly necessary. Drivers should keep their focus on the road and never use a cell phone to attempt to fight fatigue or as a cure for boredom. Drivers using headset hands-free devices should ensure that they never cover both ears as this prevents them from being able to hear sirens of emergency vehicles or other important warning signals.

IN OUR NEXT ISSUE

Year in Review | Healthy Habits: Mind | Samsara