

## Dedicated Account Name: Norfolk Southern – Dayton, OH

5/7/2024

Railroad parts – Norfolk Southern is based out of Roanoke, VA (headquarter offices in Atlanta, GA) and drivers are domiciled out of 7 of their locations (Dayton, OH; Roanoke, VA; South Bend, IN; Chattanooga, TN; Altoona, PA; Decatur, IL & Kansas City, MO. We have provided dedicated service to Norfolk Southern for almost 20 years. All routes are solo – no slip seat. Hazmat is required on this account – 20% of the loads will be broken down locomotive parts. This is a 24/7 operation, so they do work weekends **and holidays**, but the schedule is specific to the route they’re driving.

<b>Hiring Area</b>	75-mile radius of Dayton, OH
<b>Lane</b>	We are currently looking to fill a 5-day weekly route. This lane starts in Dayton, OH making deliveries and pickups to various customers and vendor warehouses for our customer. These delivery sites will be in Fort Wayne, IN, Elkhart, IN, Chicago, IL and other areas as needed before returning back to Dayton, OH. Multiple stop loads could vary possible vendors added. Weekend work will be required on this lane as we will rotate schedules depending on freight needs of the customer.
<b>Miles</b>	<ul style="list-style-type: none"> <li>• 20 stops</li> <li>• 2191-2600 miles/wkly</li> <li>• \$1495.05 week/\$76,248 year</li> </ul>
<b>Schedule</b>	Based on customer needs and route type. Generally departure times are dictated by the run and vary between 0500 – 0900. This is a 24/7 operation, so they do work weekends, but the schedule is specific to the route that the employee is driving.
<b>Home Time</b>	Home for 34-hr Reset day could vary depends on customer shipping days.
<b>Equipment Type</b>	2022 or newer Kenworth or Freightliner with tandem axle sleepers; with Automatic Transmission. Equipped with an Elite Pre-Pass and outward, only, facing cameras. 53’ Dry Van Trailers with swing doors.
<b>Freight Type</b>	Combination of drop and hook and tailgating (moving freight to back of trailer to be unloaded) Drivers may have to lift boxes (up to 50 lbs.) to move from the front of trailer to the back. There is a manual pallet jack for the drivers to use as well when able. The customer will not go into the trailer to assist.
<b>Truck Speed</b>	65 MPH pedal and cruise
<b>Bonus</b>	<b>New Hire Transition Bonus:</b> \$500 – Paid in full on second paycheck <b>Referral Bonus:</b> \$3000 – Paid out at \$1,000 paid on second paycheck; \$1,000 at 60 days, and \$1,000 at 120 days.
<b>Accessorial Pay</b>	Stop pay: \$14 – starts at 1 <sup>st</sup> stop <b>Tailgating of freight: \$10 per tailgate – driver assist w/ moving freight to tail of trailer – Check with account to make sure they need assist.</b> Delay pay for stops exceeding 60 minutes: \$17/hour – Max \$70 (first hour is free) Breakdown pay for equipment failure/repairs: \$17/hour – Max 9 hours of pay.
<b>Parking</b>	Onsite at Norfolk Southern distribution center in Dayton, OH
<b>Requirements</b>	6 months of recent tractor-trailer experience Hazmat required Must be able to lift up to 50 lbs.
<b>Other</b>	Drivers are scheduled to work Holidays except Christmas; or the customer specifies that they do not require it. If they do work holidays, they will get paid reg. pay plus holiday pay.

Entry Points	Amount
All Enter: Mileage	\$.55 CPM
All Enter: Hourly	\$18.00
Average Weekly Pay	\$1495.05
Average Annual Pay	\$76,248.00
Other:	<p>Varies based on route</p> <ul style="list-style-type: none"> <li>• Mileage Pay: 2,191 – 2,600 miles x \$.55 = \$1,205 - \$1,430</li> <li>• Number of tailgates: 5-10 x \$10 = \$50/100</li> <li>• Number of stops: 5-25x \$14 = \$70/\$350</li> <li>• Delay Pay: 1 x \$17 = \$17</li> </ul>