



ETC & Associates, LLC

Executive Transportation Consulting

We've
been
there.®

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STOP. GO. FAST. SLOW.

In our last newsletter we talked about the current recession we're all fighting through, and some of the things ETC & Associates can do to help companies not only manage, but also thrive.

Well, here we are several months later with the business environment arguably worse.

When the Supreme Court upheld the Patient Protection and Affordable Care Act (PPACA) as a tax, not a penalty, there was a collective sigh of relief. Not that such a substantial tax was seen as good, but that there was at least an expectation of what business would be facing. But not so fast.

The battle that was launched moments after the Supreme Court ruling only muddied the waters further. What is a company to do when faced with the potential monumental tax? Only to then face the very real prospect of having it repealed?

NOW LET'S PILE ON.

As you may, or may not know, there's a driver shortage in America. One reason is there's simply less interest in this line of work. It does take a special kind of person. The shortage has forced already suffering trucking companies to raise driver salaries. Now averaging between \$45-50,000 a year. As expected, the higher cost of doing business is being passed onto consumers at the stores.

Additionally, states like California have passed regulations, like AB32 Global Warming Solutions Act, that put tighter restrictions on greenhouse gas emissions. This forces trucking companies to make expensive retrofits that means fewer trucks on the road adding to missed pickups and delayed deliveries. These negative impacts are also forcing prices higher. Impacting the prices at the store again.

So what can be done?

ETC & Associates have the experience, knowledge and associates to work closely with you to help you position your company for the rough road ahead. **Read about our recent projects at etcandassociates.com to learn more about what we've done for other trucking companies. Than give us a call.**

We've been there... and we can be there for you.

