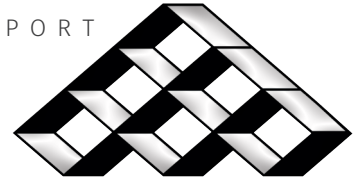


COASTAL-FMC CURRENTS

NEWS AND HAPPENINGS FOR COASTAL & FMC TRANSPORT

ISSUE 68



Katie Montgomery, Editor | January 2023 | www.coastal-fmc.com

IN THIS ISSUE

- **PLAN AHEAD FOR 2023**
- **KEEPING YOUR HEALTH GOALS IN 2023**
- **NEWS AND OTHER HAPPENINGS**
- **BIRTHDAYS**
- **PREFERRED FUELING LOCATIONS**

ENTERING 2023: SUNNY SKIES OR GATHERING CLOUDS?

FROM ERIK MONTGOMERY | ERIK@COASTAL-FMC.COM

Are you the optimist or the pessimist? It's a pretty good question to start off 2023, as it seems like most or every industry is in a state of wonder, confusion, denial, or feeling like they are part of the Avengers.

Every conversation, every meeting, and every conference has or will have its own character. As we enter 2023, it seems like we are working harder than ever to ensure we properly manage every aspect of the business, and review what the balance of winter, spring, and the fast-approaching summer will entail for us.

Many have seen and been a part of the busy December and currently busy January part of our propane season. We believe this to be consistent; however, we are still needing consistently cooler weather and pricing stabilization. Still, with current markets, there seems to be plenty of supply and possibly a lower demand still yet, due to the above-average temperatures. Allocation is currently in place at several terminals, and yet we are not seeing any shortages and our associations are working to provide answers or thoughts.

Crude oil has been fairly stable, and all indications show it should increase into the spring/summer of 2023. This will create some purchasing early, due to our continued winter fill, mostly with rail. Our sales team is forecasting a good summer ahead, but each job is a bid process. We are working diligently with our suppliers to ensure spec products and timely shipments. There have been several large refinery issues across the United States, and we are monitoring these to see how it will affect us and some of our supply chains overall.

We had a very cold 94 hours of weather here in late December; however, some parts of the country are still trying to rebound after all the issues created by this cold snap. Refineries aren't very forgiving when they have issues to fix. We see ourselves waiting on parts for all facets of the company – three weeks to four months, depending



PLEASE SEE NEXT PAGE

CONTINUED FROM PREVIOUS PAGE

on what we are ordering and from what supplier. Items on the shelf in stores may be better, but not overall for industries of any kind.

Economists state we are in a recession, which they predict will continue. This is not to scare anyone, but I believe we are in the early stages and that this will be going on for some time. It really doesn't matter what news media you follow, you have to see what is currently going on around us and with others across the nation. We have had approximately two and a half years of "good" commercial activity fueled by a post-pandemic recovery. This, however, has come to halt over the last year. Government stimulus packages, ultra-low interest rates, and strong money supply created this pre-recession condition we were in.



Now where are we? Everyone says we have a strong employment field, but I am wondering where these folks are? Businesses everywhere are either cutting hours or not open due to all these good folks looking and wanting jobs. In our travels to conferences and meetings, we see as we enter a restaurant for lunch or dinner the reduced hours or lack of staffing. Hotels can't even fill their rooms due to lack of workforce. No industry seems safe. Overall, our economy now is in a place for worker/team member shortages. I feel the labor market is going to be tight for years to come.

We are seeing this ourselves as we hire contractors to do maintenance on our terminals and our supply chains for parts. Companies can't find anyone who simply wants to work, and this doesn't seem to look good going forward. Baby boomers continue to retire, and our younger generation feels they are owed and don't need any experience or time. Looking ahead, we are so thankful that we live and work in the area we do. Yes, there are plenty of pros and cons, but we are thankful for the opportunity to work with the teams we have and thankful for the relationships we have built over the years. In light of these issues facing each of us, we are working to build relationships with everyone we work with. This takes time and effort, but it is worth the sacrifice, as we need these relationships on our products, supply, and daily needs for operations.

Further examples are our new trucks purchased from Kenworth in the last year. Many believe, well, it is a Kenworth issue – far from the actual truth. These trucks, just like our cars we drive, are made of thousands of parts. These aren't made by the car manufacturer and warranty on these are performed by the dealer of purchase, but the parts come from all over the world. Just because it says Kenworth, GMC, or Toyota doesn't mean they made bad vehicles; we are dependent upon the products that make these vehicles run for us. I have heard several state they hate or would never want a Kenworth. Simply put, they don't understand what is under the hood of our trucks. Many probably don't know Kenworth and Peterbilt are built in the exact same building – one brand on the left, one brand on the right. It is just an assembly line.

Our shop spends hours every day just trying to find parts, look for shops to get our trucks/trailers into and out of on a timely basis. Yes, over the last few years it seems quality has been hurt, but again this is due to the workforce making these parts. There is simply not enough production to keep up with customer demands. We work on this daily, weekly, and yearly to keep our equipment running and in the best condition possible for all the FMC fleet.

As far as current projects, many have seen or been a part of the tank work we are involved with at Clinton and Willow Springs. Progress on these repairs and routine maintenance is going well, and we hope to be completed middle of Q1 2023. This will be just in time for the 2023 asphalt season to start. Many of us are ready for sunshine and hot weather.

Some will read this and only see doom and gloom. No, I don't believe everything I read or see on TV; however, as you are around, you see and notice the state of our economy. I believe we are ahead of the game, reviewing our situation and being proactive, as we know what to expect and are working to find the best ways to move around issues. I believe being proactive and working with our teams will ensure that we are taking the correct and needed steps as we enter 2023.

PLEASE SEE NEXT PAGE

CONTINUED FROM PREVIOUS PAGE

The forecast for ending winter and entering summer seems strong, and we see work ahead within our industry. It will be a bid process and it will be tough. Everyone would want these jobs if what we did were easy. There will be long days of work and we look forward to these at the terminals, and long days for our dispatch and drivers, too. Many already had some long days at the end of December during the cold snap we experienced. To those who stayed outside at the terminals to work and do repairs – a huge thank you for keeping us going! To those drivers who stayed out with the exemption and worked to haul propane and light fuels to keep customers going, again, a huge thank you for keeping us moving! We recognize the effort and ability you put out during these times for everyone within the company.



As we enter Q1 2023, our schedules are already very full with meetings, conferences, and other travel. Many of us will be in and out during this time; however, we encourage you all to reach out on questions, concerns, or thoughts. We do listen and take every call or issue seriously, sometimes probably more than we should.

I look forward entering 2023 and the work ahead. We ask you review and be patient as we work toward the company goals to make this a great year.

DOING IT RIGHT

Each month, many of you will experience Roadside Inspections. Congratulations to the following drivers who received an inspection with no violations.

December

Bob Ferguson	Level 2
Travis Fields	Level 2



Plan ahead for 2023!

- ***Plan your PTO and discuss with your supervisor.***
- ***Schedule ahead for wellness visits of all types.***

KEEPING YOUR HEALTH GOALS IN NEW YEAR

BY PHILIP CHAFIN | PHILIP@COASTAL-FMC.COM

Welcome to 2023! It's that time of the year again where everyone talks of starting good habits and getting rid of bad ones. It's a great time to think about losing weight, starting to exercise, quitting smoking/chewing, drinking less alcohol, and eating better.

This is also a great time of the year to get your annual physical and see what you need to improve about your health. If you go to the doctor, make sure they code it as preventive checkup/physical. It will not cost you anything out of pocket.



This also is an excellent time to have your eyes checked and get your teeth cleaned. All these checks on your body can help you see problem areas and assist to make a plan for your year of better health. We all check and do maintenance on our vehicles, furnace, a/c units, guns, tires, and other equipment we want to work well. Why not treat our bodies the same way?

If we stop and think about it, this all makes sense. We wish everyone a great 2023 and whatever resolutions, you may make, we'll be praying that they are successful.

I have just a few more reminders to help with worry-free health insurance.

1. Don't get sick and don't go to the doctor. HA! JUST KIDDING.
2. Make sure they know you have a new group number T031024.
3. Make them check (while you are there) that your insurance information is correct.
4. Request Quest for lab work. It will not cost you anything out of pocket.
5. Request Green Imaging for all imaging services. It will not cost you anything out of pocket.
6. If you need something major done, Cox is your cheapest option.
7. Please call me at 417-469-4891 or 417-252-4357 when in doubt.

Confucius says: "The man who moves a mountain begins by carrying away small stones."

Stay Healthy, Philip



COASTAL-FMC FAMILY CELEBRATES CHRISTMAS



Pictured at left, Joe Blankenship with his wife, Kim, and family.



At right, Jake Slayton with his wife, Kelly, and grandchildren.



Pictured at left, Scott Grant with his wife, Tammy, and grandchildren.

COASTAL-FMC FAMILY CELEBRATES CHRISTMAS



Above, Gretchen Evins and her husband, Nate, celebrated Christmas in Colorado with family.



Sydney and Sophie Montgomery enjoyed baking and decorating Christmas cookies.

★HAPPY★ BIRTHDAY!

JANUARY BIRTHDAYS

January 2	Carson Smith	January 23	Ron Gudermuth, Paige Bennet
January 6	Bruce Blankenship	January 25	Brandon Caswell
January 16	Gretchen Evins, Brian Bailey	January 26	Todd Nieznay
January 18	Brent Merrick	January 28	Zachary Wick
January 21	Roger Rush		

FEBRUARY BIRTHDAYS

February 1	Marion Quick	February 15	Gary Roberts
	Charles Bullington	February 16	Travis Fields
February 6	Jason Osborn, Aaron Simpson	February 17	Douglas Melton
	Byron Nickels	February 18	Scott North, David Montgomery
February 9	Cade Holdt	February 20	Dave Peters
February 10	Tommy Havens	February 23	Patty Spitser
February 11	Dylan Campbell	February 28	Jake Slayton, Danny Campbell
February 12	Tom Cummings	February 29	Jenni Rothermich

FMC TRANSPORT PREFERRED FUEL STOPS

Each month, we will feature a list of preferred fueling location as we work to negotiate better fuel savings with various fuel stops. We are working on additional fuel stops that can better suit some of the drivers in KS and AR. More updates in 2023.

1. Sapp Brothers – Harrisonville, MO
2. Loves Travel Center – Willow Springs, MO
3. Loves Travel Centers – all other locations
4. FMC Transport Fuel Island – Miller, MO: This location has DEF and Winter Treatment. If you have questions, call Joe or Allen.
5. Lamar Travel Center
6. Lamarties Travel Center
7. Casey's Locations: This is not our best option, but we do have some discounts offered.
8. FMC Transport Fuel Island – Willow Springs, MO: Please only use if you are unable to use the Loves across the street.

