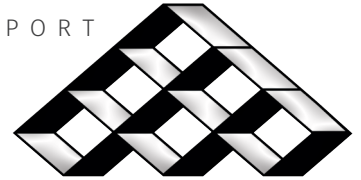


COASTAL-FMC CURRENTS

NEWS AND HAPPENINGS FOR COASTAL & FMC TRANSPORT

ISSUE 76



Katie Montgomery, Editor | April-May 2025 | www.coastal-fmc.com

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MANY CHANGES UNDER WAY IN OUR FACILITIES

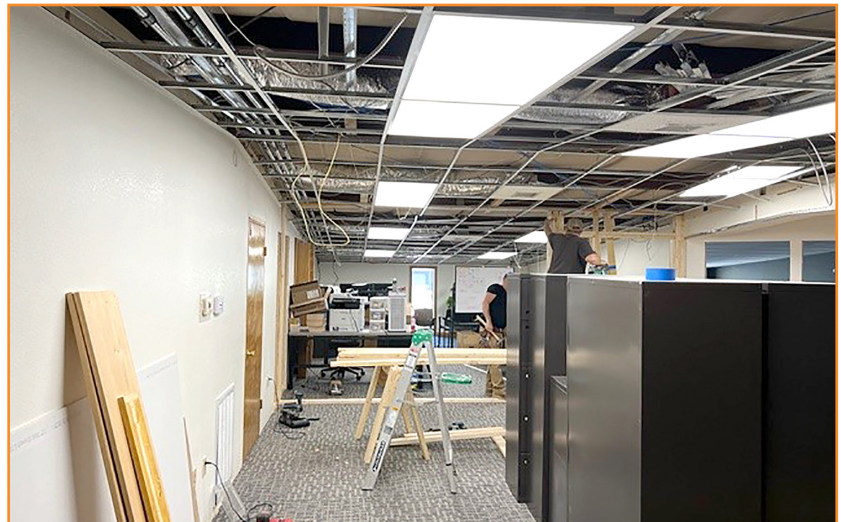
FROM ERIK MONTGOMERY | ERIK@COASTAL-FMC.COM

Spring is here and we are so thankful not to have had any damage from the March storms; however, many in our area have been affected over the last several weeks with major property damage. Many we know have been touched by these storms and will be working to rebuild for months. Our thoughts are with you.

Asphalt season is almost upon us, and we are so thankful to see spring and summer heading our way. We are all traveling weekly and working to see what this year will bring.

As we begin to talk about work and updates around the company, let's start right here at home. Our office construction project is well under way, and things are moving right along.

As you can see from the pictures, every day is a brand new day here as changes are happening every hour. We look forward to seeing more progress in the upcoming days. Check out the pictures in the next few pages for what's been done so far. Everyone will be starting to move around in the upcoming days.



The IT department has moved temporarily to the downstairs conference room as their area is under construction.



The hallway leading to the shop and the break room is shaping up.

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Next, let's move on to our Miller location. Shown above, we have the pad prepared and our new lab building will be delivered in early April. We are looking forward to seeing this being erected early summer 2025.

We have moved the Miller FMC Fuel Island as well. We hope to have this back to operational mid-April. We appreciate all the drivers being patient with us during this time.



The end of March also brought us our Spring FMC Transport Safety Meeting. Safety topics were discussed as well as new handbooks and we had Ms. Jana Hogue with Simmons Bank on-site to go over our new 401(k) program and answer any questions. David, Erik, Daren, Shane, Joe, Gary, and Allen all worked to prepare breakfast.



At the end of March there was a job fair here in Willow Springs. We are currently looking for interns, apprenticeships, and drivers, and other new team members! Daren Rust, Gary Picard, and Allen Eggert all attended the event on behalf of the Coastal-FMC family. We hope to review applications and see new team members in the very near future!

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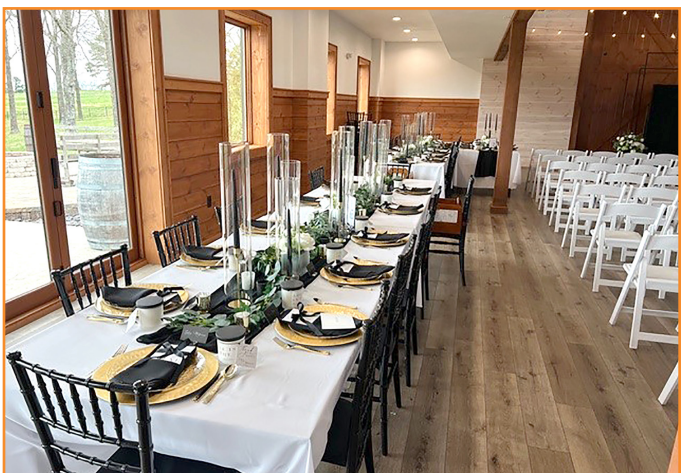
Kristos just finished his Basic Emulsion Technician Training Course, which features 24 hours of intensive hands-on training including sample preparation and testing in the Asphalt Institute laboratory in Lexington, Ky. Thank you, Kristos, for all your hard work!!



On a personal note, I had the opportunity to take my girls to see Dancing with the Stars - Live in Kansas! They had a blast.

We also had a wedding for my wife's cousin at the end of March. My wife, Katie, and Ms. Paige Bennet planned and hosted this wedding at Pine Meadows where we have our company annual dinner.

Check out the pictures on this page and the next. We are very proud of all the work these ladies did to get all of this done and completed for the beautiful couple. You can see I had some very beautiful dates!





During the first week of April, my dad and I traveled to visit the Missouri Capitol in Jefferson City, along with Kim Rich from compliance. We met with our newly-elected state Rep. Lisa Durnell to visit with her about a few items that impact our companies. We're grateful for the opportunity.

STAYING CONNECTED AND MOVING FORWARD

FROM SHANE LEE | SHANE@COASTAL-FMC.COM

Winter is behind us and spring is here. Longer days, nicer weather, and our busy season lie ahead. I hope everyone is ready for season to start, as I know all of us are here in the office are ready. There are lots of things happening as we enter the season this year, and I wanted to update you all on a few of those.

If you have been in Willow Springs recently you have seen the projects in the office. Many of us are temporarily displaced for a short while, so if you come in looking for one of us and we are nowhere to be found, just ask someone. We may be stuck in a broom closet for a few days while crews work to finish some office updates and expansions.

If you are in Miller, there also is a lot going on. The new lab building is well underway and expected to be up soon. We are moving the SBF loadout to a new tank area and working to improve both the speed of loading and unloading for drivers so you can make full use of your days with less lost time. We have also added a new plant entrance drive just past the back barn to get trucks to the rack as we begin tying in the current SBF tanks to the asphalt system to enhance our storage and production speeds. You can still access the trailer yard the same way, but please enter the load rack areas through the new drive. Speeding up the unloading process and making accessibility easier for drivers is the goal here, with some of the changes helping the plant make their products faster as well.

As we get into the early weeks of April, weather is a huge part of things. I write this as lightning and flooding rains are just outside my window today. This does impact operations but will be short-lived.

We ask that during these times, you remain flexible on what you do and how you run. I know some of you have restrictions and we are trying hard to keep those up for you. For those who are able, stepping out and hauling a different product or making yourself available to learn a new lane is key to staying busy. For those of you that are doing this, thank you. For those who are not, you might consider it, as it's better than sitting with no loads.

Like everyone else, I don't always love everything I have to do, but at the end of the day, week, month, and year, it all pays the bills, and it is just part of my job. Unfortunately, like everything, this is a give and a take situation. We are doing all we can to secure more work and keep everyone busy, but sometimes the work may not be your preference. Please try to keep an open mind as we are trying to keep you moving. Currently there is a strong need to make sure especially ethanol haulers have their TWIC cards. If Gary has asked you to get yours or update yours, please do so. We are seeing opportunities at terminals that require them and need drivers to have them to secure this work.

As we get busier, we will see less of one another through the summer, but please let us know how to assist you. We are going to be spread out more this year than previous years covering our work, but that should not mean we are disconnected.

While I was driving last week from Clinton, the sunrise was beautiful and the dash cam caught the adjacent image. It made me think of everyone out and about before the day begins to make this all happen. It's not unnoticed or unappreciated, and we could not do it without you.

I thank you all for what you do, and I will continue to work hard for you as we move forward. Please stop by, call, or email me if you need anything. Until next time, please stay safe, keep it between the lines, keep a positive attitude, and let's make this a great year.



A dash cam photo of the drive home from Clinton, Okla.

A LOOK INTO 2025: A SALES TEAM PERSPECTIVE

FROM ALEX MARTIN | ALEX@COASTAL-FMC.COM

With the upcoming asphalt season fast approaching, we wanted to give our Coastal-FMC family a sneak peek into what the next few months will look like for us on the sales side of things. Our sales team includes Chad, Shannon, and myself, and as you may or may not know, we spend a significant amount of time during the cooler months visiting both new and existing customers. We are busy prospecting for potential projects and keeping tabs on the ones we've already secured.



A snake in Dewey County, Okla.

Every month, our focus is split between managing state, city, and county bids. For our county customers, one of the key parts of our job is gathering crucial decision-making information before the bids. We need to know what products they prefer, how many miles of road they plan to seal, and what the timelines look like for each project. Sounds simple, right? Well, that's not always the case. We're covering over 300 counties across Oklahoma, Texas, Missouri, Arkansas, and Kansas – and that's a lot of ground to cover! Without Jennie, whose work is behind the scenes handling all the paperwork and organizational tasks related to managing these bids, we wouldn't be able to stay on top of everything that's going on. We now also have the support of Larry, who recently stepped away from the plant, and provides technical support to our sales team with his years of experience.

We know we cannot be everywhere at once, but we do our best to reach as many customers as possible every single day. While there are certainly challenges that come with managing a diverse and widespread customer base, our sales team does an outstanding job, given the size of our team and the scope of our unique responsibilities. From handling customer questions to tailoring solutions for their project needs, our team is dedicated to helping our customers, upholding the Coastal-FMC brand, and ensuring we make a positive impact wherever we can.

Our work with the contractors and state departments focuses on maintaining the condition of roads and bridges. The 2025 budgets will include significant investments in asphalt for road resurfacing, with a focus on ensuring

the longevity and sustainability of the asphalt infrastructure in each state. One of the biggest challenges we face is the rising cost of materials. Construction costs are expected to rise by 5 to 7 percent in 2025, with states reporting material cost increases of up to 60 percent since the Covid-19 pandemic. However, despite these challenges, each state remains optimistic. Every meeting attended by our sales team has highlighted the commitment of each state we work with to keep pushing forward and ensure these cost increases do not hinder their plans.

So, what is on the horizon? We have already secured a solid amount of work for this upcoming summer of 2025. As more bids are set to open each month, we are confident that these numbers will continue to grow. With the warm weather quickly approaching, we intend to hit the ground running and improve on what we did last year. We are excited about what's to come and remain committed to ensuring that our customers get the quality of service and attention they deserve. As the sales team, we recognize that our success is just one piece of the larger puzzle. We couldn't achieve what we do without the dedication and hard work of every member across the company.

On behalf of the entire sales team, we want to extend our heartfelt gratitude to our Coastal-FMC family for all that you do.



Pavers Inc. putting down 76-28E in Davis, Okla.

FROM THE FLEET: CHECKLIST FOR SPRING INSPECTIONS

FROM JOE BLANKENSHIP | JOE@COASTAL-FMC.COM

Praise the Lord, spring is finally here. And I don't know about you, but I am thankful to get through winter and see this beautiful weather approaching us.

I want to start by saying thank you to all the drivers who showed up to the spring drivers' meeting. During the meeting, I had several drivers that came to me with ideas and good input, and we very much appreciate that. I will get to work on your ideas and the input that you shared with me.

A few weeks back, Allen and I attended the National Technology and Maintenance Council conference in Nashville, Tennessee. Allen and I had a very productive trip, and we sat in on several different sessions that covered fleet maintenance and fleet operations. We also were able to take away a lot of good information from the trade show, along with some new tech technologies and training for our technicians.



Allen and Joe recently attended the National Technology and Maintenance Council conference in Nashville, Tenn.

Speaking of our technicians, I am very excited to say that we have three of our own technicians entering the Missouri Trucking Association's Missouri Super Tech competition on April 9 in Springfield, Mo. I currently am the chair of the Missouri Trucking Association technology and maintenance council, and I put together the Super Tech competition each year. We are looking forward to a good competition, and I know Allen Eggert, Zach Wick, and Jarrett Mathews will represent the company well. Stay tuned for the results and photos from the event in the next newsletter.

With summertime quickly approaching us, it is important that we remember to perform good pre-trip inspections on our equipment along with post-trip inspections at the end of each day. Like the wintertime cold weather that wreaks havoc on maintenance items, so does the summer heat. Below is a checklist of a few things to remember to look at during your pre-trip and post-trip inspections. Please remember to call us if you need anything and remember we are always here to help!!

1. **Tires:** Regularly inspect tire condition, including tread depth and pressure, to ensure optimal traction and minimize the risk of blowouts or uneven wear.
2. **Brakes:** Check brake pads, discs, and drums for wear and tear. Inspect brake lines for leaks or damage. Test the functionality of the parking brake and ensure it holds the vehicle securely.
3. **Engine Fluids:** Regularly check and top up engine oil, coolant, transmission fluid, power steering fluid, as per manufacturer guidelines. Ensure proper fluid levels for efficient vehicle performance and prevention of engine damage.
4. **Electrical Systems:** Inspect battery terminals and cables for corrosion and secure connections. Test headlights, tail lights, turn signals, and other electrical components to ensure they are functioning correctly.
5. **Lights:** Check and clean all external lights, including headlights, tail lights, brake lights, turn signals, and hazard lights. Replace any burned-out bulbs promptly to maintain visibility and compliance with road safety regulations.
6. **Wipers and Washers:** Inspect wiper blades for wear and tear, replacing them if necessary. Check windshield washer fluid levels and ensure the washers are functioning correctly for optimal visibility during inclement weather.

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7. Steering and Suspension: Inspect steering components for proper alignment and smooth operation. Check the suspension system for signs of damage or wear, including shocks, struts, and bushings.

8. Exhaust System: Inspect the exhaust system for leaks, loose or damaged components, and excessive emissions.

9. Belts and Hoses: Inspect belts for cracks, fraying, or excessive wear. Check hoses for leaks, bulges, or signs of deterioration. Replace any damaged belts or hoses to prevent engine overheating or breakdowns.

10. Fuel System: Regularly inspect the fuel system, including fuel lines, filters, and the fuel caps. Look for leaks or signs of damage. Clean or replace fuel filters as recommended by the manufacturer.

11. Safety Equipment: Ensure all safety equipment is present and functional, including fire extinguishers, reflective triangles, and seat belts. Replace or replenish any expired or missing items.

Send us your photos & news for inclusion in the newsletter! Send to kim.r@coastal-fmc.com.

NEW MEMBER OF COASTAL-FMC FAMILY

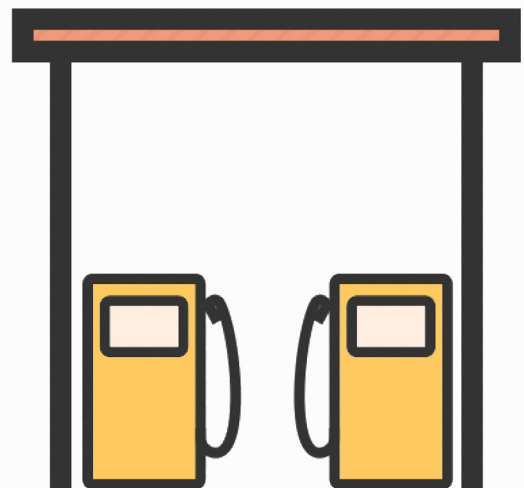


FMC shop tech Zack Wick and his wife, Brittany, welcomed their first baby at 4:50 p.m. on Tuesday, April 2. Westen John Wick weighed 8 pounds, 12 ounces, and was 20 ¾ inches long. Congratulations to Zack and Brittany.

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. Casey's Locations: This is not our best option, but we do have some discounts offered.
7. FMC Transport Fuel Island – Willow Springs, MO: Please only use if you are unable to use the Loves across the street.



A NEW PERSPECTIVE

FROM LARRY THOMPSON | LARRY@COASTAL-FMC.COM



ello, everyone! I have been asked to write a small article on what I'm seeing for the company, what I am working on as I semi-retire, and what I feel the market holds for us in the future. We all know that the asphalt business is a very competitive industry. I have seen this company fight the big boys for 20+ years, and we have always stood our ground and gotten our share of the business. We owe this to Mr. David, Erik, and Shane for managing the company so efficiently, to our trucking division which is a big part of our competitiveness, to our compliance people, and right to the ones that make the oil, load the trucks and clean the toilets. Remember that your job is just as important as the next one. Teamwork is the success of any company...

What am I seeing: I see our company continuing to grow through all the trials of this modern world, which is very important for a successful company. Yes, Shane - I know this was one of my faults as a manager: if it works don't fix it. I also feel that asphalt will continue to be an issue for a period of time, then I think it will slowly come back to better quality over time. Modified PG's will grow and emulsions will stay flat and never be as big as they were in the past. Just my opinion. Truck drivers and plant operators will be a struggle to keep due to not having the pride to RIDE FOR THE BRAND.

Area market : This is Chad's area of expertise, but this is what we get from the people I talk to in the area. Shannon and I are currently making the rounds and trying to talk to all the area MODOT barns, county barns, and special road barns. We are gathering as much info as they will let out about next years expected projects. We will have more data as we continue, but the ones we have visited are going to be doing less than last year on emulsions and they aren't sure on Modified PG's. The good news is that we have an A+ rating from the shops we have talked to on quality products and trucking, and they plan to stay with company.

My new role: Currently I am working with the Miller Plant and Lab as a backup for questions, milling, and product quality. This is getting less and less due to the fact that we have very good people in place. I will help sales as they need me for road projects. I will get more involved with the lab for product development as well. As summer gets here, I am sure my roles will grow.

Advice to new managers: I just want to say a few words that I have learned over the years and it's as easy as a good cup of coffee in the morning. Keep God and family close at heart. Remember the customer is always right even if he is wrong because without them we will be looking for a new job. Work hard and make yourself and the company proud. Quality will get you quantity (very important), and always treat your people the way you would want to be treated.

FMC TRANSPORT WINS AWARD

FROM KATIE MONTGOMERY, EDITOR | KATIE@COASTAL-FMC.COM

FMC Transport was recently honored by the Missouri Trucking Association and Great West Casualty Company at their 2025 Safety Conference, held February 27 at Camden on the Lake Resort in Lake Ozark, Mo.

FMC Transport was honored for outstanding achievement in highway safety in the 2.5 to 5 million miles division.

This is a great achievement for our company and we appreciate all the hard work that made it happen!

Right - Gary Picard accepts the award from Missouri Trucking Association representative.



★HAPPY★ BIRTHDAY!

MARCH BIRTHDAYS

March 1 – Shelby Cooper

March 2 – Scott Grant, Steven Hackworth

March 7 – Deborah Birk

March 8 – Todd McDaniel

March 9 – John Saylors

March 17 – Tevin Black

March 19 – Philip Chafin, Shane Lee

March 20 – Jason Snyder

March 25 – Ben Holloway

March 27 – Wendy Altermatt

APRIL BIRTHDAYS

April 4 – Jerry Courtney

April 8 – Joshua Ennis

April 10 – David Snyder

April 12 – Sherry Venneman

April 13 – Ken Sasse

April 21 – Brian Scott

April 29 – Tye McCoy

MAY BIRTHDAYS

May 3 – Chris Thomas

May 4 – Doug Gimpel

May 11 – Trey Oravec, Kent McAbee

May 13 – Randall Perry

May 17 – Dustin Miller, Billy Vanderbilt

May 19 – Lisa Sanders

May 21 – Brady Walton

May 23 – Ray Brotherton, Jackson Lee

May 29 – Larry Thompson

