

# THE MILE MARKER

Company Newsletter | Summer 22



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# The Cover

**LT!** THE MILE MARKER  
Company Newsletter | Summer 22



*This Mile Marker's cover celebrates our fleet of drivers. In this issue, we focus on educating our drivers on safety, finance, and health & wellness!*

## Message from the President

This year seems to be flying by and there are many good things going on at LTI. As we are now halfway through 2022, we are experiencing a slight slowdown of freight available, but I remain excited about our future and have great confidence in our Sales & Operations to obtain our load volume goals, and our Recruiting Department to keep our trucks filled with good quality drivers.

LTI remains committed to our growth and will be adding new trucks and trailers this year to our fleet as scheduled, as well as continued investment in technology and

improvements. Let's all stay highly focused and committed to always satisfying our customers and drivers, and let's make 2022 our best year! Thank you for your commitment and hard work in making LTI successful!

Nicholas Civello  
President & CEO  
LTI Trucking Services, Inc. ■

## Summer Safety Tips

By Bill Riley, Director of Safety

As the roadways fill with travelers, prioritizing safety is of high importance for commercial vehicles. The AAA motor club is predicting an increase of travel this year as COVID-19 restrictions continue to decrease and people feel more comfortable being in group settings.

### Plan your routes:

When traveling, people may be unfamiliar with parts of the roadway, increasing the risk of accidents—be especially wary of out-of-state plates. Planning your route can help you avoid unwelcome surprises. If possible, schedule your departure and arrival times to avoid peak traffic. Also schedule breaks according to industry rules.

Although parking your truck is a persistent problem, make sure your plan includes a safe place to sleep. AAA calculates that drowsy driving is a factor in one of five fatal crashes. The National Highway Traffic Safety Administration (NHTSA) estimates that in 2017 drowsy driving was responsible for 91,000 crashes, resulting in 50,000 injuries and almost 800 deaths.

### Check your equipment:

In addition to campers driving in rural parts of the country, wildlife is a concern as deer birthing season

resumed in June. Staying alert and ensuring you have the proper equipment to see on the road is a must.

Because summer storms will bring overcast skies and heavy rain, visibility while driving may be a challenge. Make sure that you always have your headlights on so that you are visible to others.

Roads can be especially slick in summer rains. Under high temperatures, it's possible for pavement to release more of the oils that have accumulated in it over time. When it starts to rain, the oils mix with rainwater to create slippery surfaces, especially for the first 10 to 15 minutes of precipitation. It's at this crucial point that traction is more important than ever.

On dual-tire wheel-ends, even a difference of only 5 psi between two tires on the same wheel-end can increase tire wear, thereby lessening traction. Ninety percent of tire blowouts are caused by underinflation. Additionally, research has shown that just 10% underinflation can reduce fuel economy by 1.5%.

Tire wear and slippery conditions can also impair your brakes' ability to stop

your truck, so make sure to check your brakes frequently. The Commercial Vehicle Safety Alliance (CVSA) will conduct its annual Brake Safety Week later this summer, Aug. 21-27, but there's no reason you can't start inspecting now.

### Take care of yourself:

For your own safety, make sure your air conditioning is not making strange or rattling noises, or emitting unusual odors, because those are signs that your HVAC system needs servicing.

Cellphone use is restricted by the Federal Motor Carrier Safety Administration (FMCSA)—and for good reason. Distracted driving killed more than 3,100 people in 2020. Even using Bluetooth headsets can increase the risk of collisions, so avoid unnecessary communications. If it's necessary to use your phone more extensively, find a safe place to stop.

While safety can seem like common sense, there are enough accidents every year to prove that so-called "common sense" isn't always common. By prioritizing safety and reviewing best practices, everyone can get to their destination safely. ■



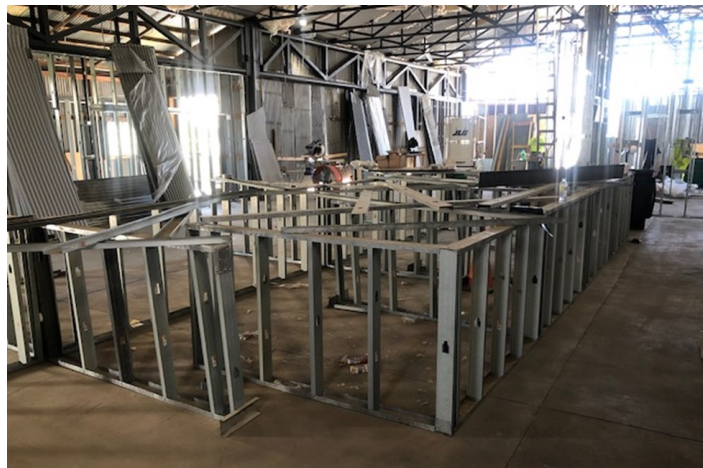
## **Progress at Eagle Park**

By Camden Civello, Executive VP

Announced in early 2022, LTI is actively building a new Corporate Headquarters and Drivers Lounge. This 10,000 square foot facility is located in the southeast corner of LTI's Madison, IL terminal. It will house the majority of LTI's departments, including all core functions related to Operations and our drivers. And of course, there will be a new Drivers Lounge – an updated facility with a kitchenette, showers, lounging areas, and laundry.

As can be imagined, the project encountered some administrative delays in its earliest phases. Shortly thereafter, some logistical hurdles appeared – especially those related to the construction workforce, supply chain delays, and material availability. Like most industries, construction is being forced to find and retain skilled labor and creatively and timely find materials that are in short supply. Unfortunately, our project is not immune to these struggles. We have had minor setbacks here and there but remain persistent. The latest timeline suggests that our project will be wrapping up in 60-90 days.

Here is what has been accomplished so far. Our building has been spec'd and designed by architects and with the input of our office team and drivers. The City of Madison and State of Illinois have approved and permitted LTI's move and construction and are eager to have our thriving business housed in their backyard. We have cleaned and



refurbished a utility building which will be a part of our main office. A new roof has been installed on that building and the interior has had office and workspaces framed out. Adjacent to that building, 4,500 square feet of concrete has been poured and finished. Electrical and plumbing roughs have been completed and will be ready for hookup when the new building's walls are framed out. A hybrid steel structure has been erected and the roof is currently being installed.

Regarding what is to come, you will see entry doors and "store front" windows arriving in early July. By mid-late month we should see the arrival of finishing panels used to cap the wall facades of the building. Electricians are on standby to begin running wiring. HVAC units have been ordered and are in production. Drywall and painting should be underway in August. Additional finishing items and lot preparations will be underway in mid-to-late August. Our strong hope is that by Driver Appreciation Week, we have a new lounge facility for our drivers and unified workforce under one roof.

We will keep you posted – stay tuned! ■



## **Fleet Finance Launch**

By Christian Civello, Director of Marketing & Recruiting

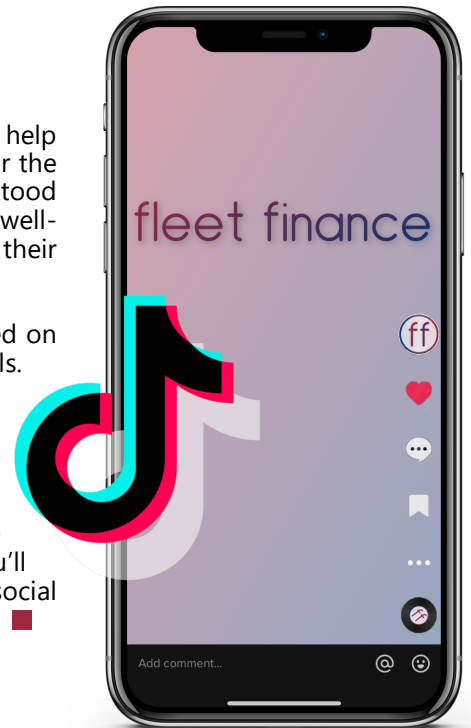
At the start of June, LTI relaunched our Fleet Finance video series. Though we've released a couple videos in past years, we've relaunched the series with a new format, new look, and a plan for consistently producing quality content.

Fleet Finance is a series of short videos to help drivers become financially successful by understanding the many variables of the trucking industry. Drivers have a unique job in that they're income and success can vary through the many factors and decisions that influence their bottom line.

Our first video, posted June 1st, explains how Per Diem Pay works, and the huge tax-saving benefits that come with it. In our upcoming content, to be released shortly, we'll be covering the ins-and-outs of Fuel Surcharge. We have a lot of great

topics planned and I'm excited to help educate the driver population, clear the air on some commonly misunderstood topics, and help drivers make well-informed decisions to better their careers.

Our Fleet Finance videos are posted on all of LTI's social media channels. We've also now launched a TikTok channel, which will consist solely of Fleet Finance content. Give us a follow on TikTok, @fleetfinance, to help improve your knowledge of the trucking industry, because the more you learn, the more you'll earn. Stay tuned across our social channels for our upcoming videos! ■



## **Descending Hills: Protect Your Engine**

By The Maintenance Department

When drivers encounter hills, there are critical precautions that must be taken – for your safety and to protect your equipment. By paying attention to “over speed” warnings, you will sufficiently protect your truck's engine.

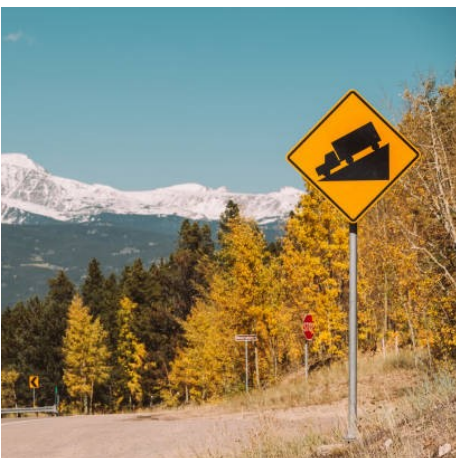
RPM's are a critical measurement that should be monitored by the driver while in operation. Naturally there are significant fuel implications – the

higher the RPM's get during operation, the more fuel is being used – something that is important in a world of \$6 diesel.

Increasing your RPM's too much can also critically harm and ruin your truck's engine. If you are not properly using your brakes while descending a hill, and you are relying on your truck's engine brake, you can notice that the RPM's will surge on the downgrade. Your truck should rarely (if ever) reach 2,300 RPM's. At that moment, your truck will display a caution warning and transmit an audible alarm. At 2,500 RPM's the truck will escalate the alarms and re-transmit a series of alerts to the driver. A truck must never reach 2,500 RPM's – at this level the engine is being harmed and a \$40,000 engine failure is imminent. These alerts are so serious that your truck will also transmit an engine warning to LTI's maintenance team.

We can see this occurring while a

truck is descending a hill and the service brake (or foot pedal brake) is not being used. There's an industry misconception about how to properly slow down a truck while going down a steep grade and there is a bias toward using the engine jake brake. However, it is important to remember that your pedal brake is the primary method of slowing the truck down. The engine brake is the secondary method of slowing your truck down. Therefore, you want to actively be using your foot pedal to slow the truck down and then supplement that brake with the truck's engine brake, so that your service brakes do not overheat. By following this protocol, you will be slowing the truck down in accordance with manufacturer guidelines and not putting your truck's engine at risk. ■





## Collaboration & Expansion in Logistics

By Deidra Sanders, Logistics Operations Manager



Gary Gist,  
Inside Sales Manager

Summer is here and Logistics is heating up! Good things are coming our way from all angles. The Logistics Department has recently hired a new position: an Inside Sales Manager. I would like to introduce Gary Gist. Gary brings over 25 years of experience in the industry. We are excited to see what Gary will bring in for the Logistics Department.

Logistics has been collaborating more and more with our asset division. From account management to load coverage, the more we work together, the more successful we become as a company and a great carrier partner for

our customers. We have also brought on some new customers into Logistics thanks to our Outside and Inside Sales:

- Alpha Baking
- Restaurant Depot
- Bagel Brands

Along with gaining new business from existing customers:

- Lineage
- Fresh Express
- Unilever

The Logistics Department will also now be offering more value to our customers by offering more services:

- Flatbed
- Intermodal (through CSX)
- Sprinter Vans / Box Trucks

All of these achievements are coming together to bring this department to the next level in the brokerage industry.



## LTI FamilyFirst



*Family is at the heart of LTI!  
From Drivers bringing their  
kids for ride alongs and  
orientation, or family  
members driving for the same  
company!*

*(Below) Father & son, James  
& Russell Budd are both lease  
purchase drivers at LTI!*



# Driver Health Series

## Creating Healthy Habits

By Lea Hines, Director of Operations

***“Over-the-road truck drivers are twice as likely to develop obesity”***

It's one thing to stay on top of your health at home, but truck drivers face many extra challenges being on the road for long lengths of time. Over-the-road truck drivers are twice as likely to develop obesity, predisposing you to hypertension, diabetes, and other chronic conditions. There are

specific health requirements you must meet to get your CDL, which may vary from state to state.

The following health tips apply to anyone traveling long-distance. LTI's Summer Driver Health Series is here to help create habits into the fold of your daily routine that'll ensure good health for many years.

### 1. Eat clean.

Next time you stop at a convenience store, consider grabbing some almonds rather than a candy bar; a chicken caesar salad rather than a hot dog. By substituting high preservative foods and red meat for lean protein and clean carbs, you'll be on the fast track to a healthier and happier you. It's easier said than done. A very popular way to eat healthy while also saving money is to prepare your meals in your truck with a crockpot. Rather than relying on stores across the country that don't always have the most nutritious options, fully complement your diet with a home-cooked dish. LTI's fleet of trucks are equipped with a refrigerator where you can store up to seven days worth of meals. For starters, try cooking up lean proteins like chicken and rice, then storing it into reusable food containers for on-the-go eating.

### 2. Wear sunscreen.

Summer is upon us, and your skin demands sunscreen. Standard truck side windows do not protect your face from ultraviolet (UV) A radiation. Factor in the up to 70-hour workweek that OTR truck drivers have, and you can see how quickly the sun exposure adds up. LTI will be providing sunscreen protection you can pick up in the Drivers Lounge.

### 3. Avoid driver burnout.

No matter the job, we are all prone to burnout – but it's especially important that truck drivers don't overwork themselves. Since the trucking and shipping industry is 24/7, it is very likely you have an irregular schedule to

meet the on-demand needs of dispatchers.

Seven hours of sleep is recommended to be fully alert for the day. While you may not always be able to get a full night's rest, here are some proactive pointers to improve the quality of your sleep:

- **Block light from coming into your cab.** Fatigue can come at any time of the day. To fall asleep quicker, consider shades or curtains for your truck windows. In May, LTI provided eye masks for drivers to assist in better sleep habits.
- **Cancel out traffic noise and reefer sounds with earbuds.** There's nothing worse than being woken up out of a deep sleep. With truck stops and rest areas being open all hours of the day, there's a high chance that someone else's truck could disrupt your rest. In April, LTI made available earbuds to our drivers and are still available at the shop for those who find benefit in them.

***“In April, LTI made available earbuds to our drivers and are still available at the shop.”***

### 4. Stay hydrated.

It is no secret that with our bodies being 60% water, constant hydration is necessary for proper functioning, like expelling metabolic waste and toxins from our systems. Everyone should drink a half-gallon of water per day to stay hydrated, leaving you more energized and alert. You might even see weight loss benefits. The Safety





## Driver Health Series, continued:

Department has been keeping bottles of water in the fridge to make it easily accessible when you are at the yard.

### 5. Exercise regularly.

There is no doubt that this tip is the most difficult to achieve on the road, however, regular exercise is important no matter what type of work you do. After a long day behind the wheel, you may be tempted to relax. Instead, spend 15 minutes taking a brisk walk or stretching. You'll feel rejuvenated by the fresh air and decompressed from the confines of your truck seat. A lot of our drivers have pets and that is a perfect excuse to go for a walk around the truck and trailer every time you stop.

### 6. Improve your posture.

When all is said and done, your truck is your office where you spend most of your time. Lower back pain and sciatica

are premature career killers that you can prevent.

- **Invest in a proper driver seat.** This is your throne. Seats equipped with lumbar support will significantly improve your driving experience.
- **Don't sit still.** Your spine needs to relieve pressure. Adjust your seat every 30 minutes.
- **Keep your seat high.** A low seat encourages slouching. Seat high, elbows tucked.

Truck driving can be a very rewarding job, but also incredibly taxing on your mind and body. The journey to better health is all about developing good habits over time. Take a walk. Do stretches. Drink more water. ■

## Health & Wellness: EWG Releases 2022 Dirty Dozen List

Every year, the Environmental Working Group (EWG) releases a report ranking pesticide residue levels of fruits and vegetables based on samples taken by the U.S. Department of Agriculture (USDA) and the Food and Drug Administration. This report is designed to help consumers make healthy and informed choices and reduce their exposure to toxic pesticides.

The report includes a list of the most pesticide-tainted produce, known as the "Dirty Dozen." Here's the 2022 list:

1. Strawberries
2. Spinach
3. Kale, collard and mustard greens
4. Nectarines
5. Apples
6. Grapes
7. Bell and hot peppers
8. Cherries
9. Peaches
10. Pears
11. Celery
12. Tomatoes

If you can, you should choose the organic varieties of these 12 foods to avoid potential pesticides. In addition to the Dirty Dozen, the EWG publishes the "Clean Fifteen," highlighting the "cleanest" produce. These are:

1. Avocados
2. Sweet Corn
3. Pineapple
4. Onions
5. Papaya
6. Sweet Peas (frozen)
7. Asparagus
8. Honeydew melon
9. Kiwi
10. Cabbage
11. Mushrooms
12. Cantaloupe
13. Mangoes
14. Watermelon
15. Sweet Potatoes

### What Does This Mean?

Most Americans aren't eating enough fruits and vegetables daily, so don't let the Dirty Dozen scare you away. In fact, the Centers for Disease Control and Prevention reports that only 1 in



10 adults eat enough fruits and vegetables each day. All properly handled fresh produce, whether it's organic or not, is believed to be safe to eat. Do your best to get your daily dose of healthy fruits and vegetables while still being an informed shopper. To attempt to remove pesticide residue from non-organic fruits and vegetables, experts recommend rinsing, rubbing or scrubbing them. If you're still uneasy about pesticides, frozen or canned versions of your favorite produce can be a great alternative. After all, frozen fruits and vegetables are just as nutritious. Ultimately, it's important to find what works best for your household and budget. ■



## **Preventing Trailer Brake Fires**

By The Maintenance Department

Occasionally, a set of trailer brakes can become locked. This can happen if a brake chamber fails or if there is a loss of air. If your trailer brakes lock up for any reason, there are systems in place to alert the driver. Aside from seeing sparks and smoke, or feeling the resistance, a driver can also look at the Low Air Pressure Indicator light at the front of the trailer.

If a trailer brake is to lock up, the axle will begin generating significant heat. Inside each axle hub is a thermo-plug that is designed to melt when the trailer's axle gets hot. When it melts it creates an opening that simulates an air leak. This will create an audible hissing sound that a driver could hear (e.g. on a pre-trip inspection) and will also trigger a light to illuminate at the nose of the trailer. This light is just beneath the Reefer Indicator light, and is visible from the cab of the

truck while in transit. If a driver notices this light on while driving, they should pull over immediately and investigate the problem.

### **Side Note: And did you know...?**

Did you know that this light will also appear if one of your trailer tires has low air pressure? LTI's trailers are equipped with an auto-inflation system. However, if you notice this light come on at the beginning of your trip or go on/off while in transit, it can indicate that you have a leak in your tire and you should contact the Maintenance Department before it turns into a blowout. With this technology, and the TPMS alerting system in our trucks, drivers should have good visibility of their tires' pressures and blowouts should be rare. ■



## **Cargo Theft Prevention**

By Bill Riley, Director of Safety



*Robert Briggs backing his truck to a dock. For more Photos from the Road, check out p.10!*

Cargo theft has increased by 25% year-over-year for the last several years and increases significantly over the summer months. Protecting the cargo from theft and ensuring that our food products are safe from tampering is very important.

At the end of 2021 and beginning of 2022, for example, the hot commodity for thieves was electronics. Now, household goods have been reported as the top stolen commodity, with food and beverage moving into the No. 2 spot, vehicles and accessories coming in third, and electronics dropping to fourth in a short window of time.

This time of year, as many areas of the country brace for summer storms and natural disasters, cargo thieves also make it a point to pounce on the commodities people need most.

### **1) Lock'em Up!**

Physically preventing cargo thieves from accessing a trailer is usually the best and most cost-effective cargo theft prevention strategy. High security padlocks on trailer doors and parking in secured areas are great ways to deny access to would be criminals. The locks are especially great at preventing pilferage (stealing just part of the load) which is a growing trend across the US.

We are finishing the installation of Seal Guards on all of our refrigerated trailers. The Seal Guards lock in place to protect the shippers seal to secure the cargo and prevent any tampering with the seals to ensure the food products are safe. If you have not been to the Shop Office for your padlock, please stop by and get your padlock to secure your trailer.

*...continued on next page.*



## Grilling Safety Tips for Your Summer Barbecue

Although grilling is a popular way to prepare food in the summer, it can also be dangerous. The National Fire Protection Association reports that May, June, July and August are the most active months for grill fires—with July taking the top spot. Additionally, an average of 8,900 home fires are caused by grilling each year.

Keep the following safety suggestions in mind when grilling:

- Check the gas tank hose before using it for the first time each year.
- Keep your grill at least 10 feet away from other objects, including your house, trees and outdoor seating.
- Grill outside only on a flat surface, and don't bring the grill into an unventilated or enclosed space, such as the garage, carport or porch.
- Only use starter fluid with charcoal grills—never with gas grills.
- Keep children and pets at least 3 feet away from the grilling area.

### Safe Food Temperatures

Prevent foodborne illnesses by grilling meat to the USDA's proper internal temperatures.



- Don't leave your grill unattended, as fires can double in size every minute.
- Clean the grill regularly to remove grease and fat buildup.

Overall, practicing vigilance and taking proper precautions can help reduce fires and associated burn injuries caused by grills. ■

## Cargo Theft, continued:

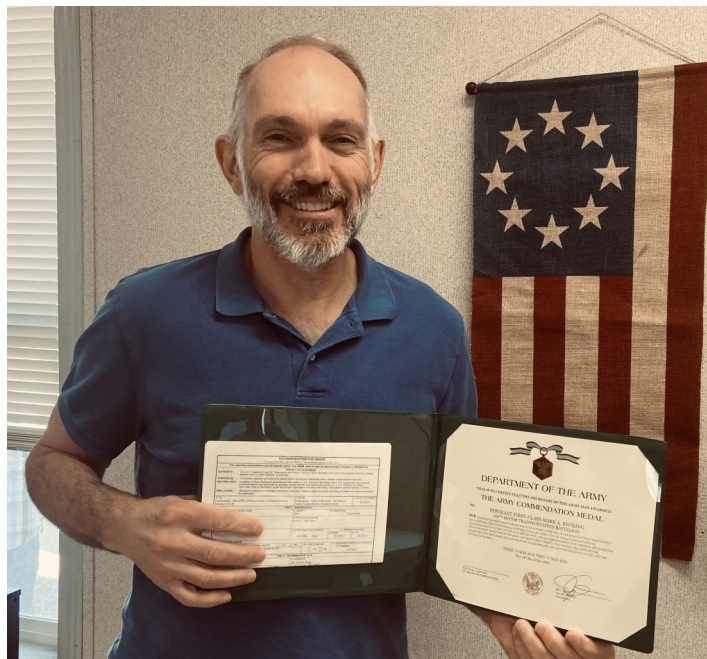
### 2) Cargo At Rest is Cargo at Risk!

Sounds simple enough and it is. Basically, when a driver stops at a rest area or another "unsecured parking location", this is an especially good time for cargo theft to occur. Greater situational awareness is key to preventing cargo loss here. Also, installing an "Air Cuff Lock" on the dashboard when a driver leaves the cab is a great preventative measure. This is especially true over long holiday weekends!

### 3) Stay Out Of "The Red Zone"

Cargo theft specialists suggest that drivers should not stop within 200-300 miles of picking up a load (especially if it is a high value load or if the load has a target commodity like consumer electronics). Cargo thieves will have tail cars follow the driver in hopes that they will take a break soon after loading. Once the driver does, the thieves pounce.

Following these steps will not entirely stop cargo theft, but it will assist in deterring criminals from targeting your trailer and freight. ■

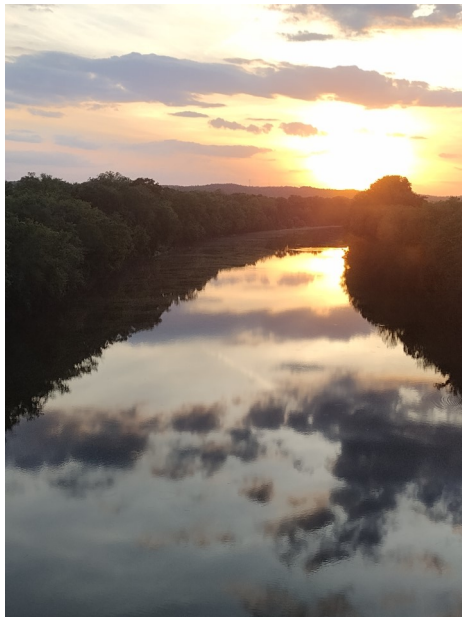


Shoutout to our Safety Coordinator, Mark Becking in receiving the Army Commendation Medal "for exceptional meritorious service for over 20 years of service. SFC Becking's actions throughout his career resulted in exceptional contributions and were vital to the success and mission accomplishment of every unit that he served with." Congratulations Mark!

# Photos from the Road



Left: Driver Kristy Garrison picked up a new friend from a truck stop in Georgia several months back. Ruby, a shnorkie, has become her riding partner and loves her time in the truck! Center: Photo taken by Driver Ron Biddle in California, ready for a coast-to-coast trip. Right: Lease Purchase Driver Robert Briggs in his truck!



Sunset at the Kentucky River! Photos taken by Maria Briggs, who rides along with her husband, Lease Purchase Driver, Robert Briggs.



## Happy Birthday to You!

### **July**

Katie-Marie Mettillie  
Terrance Bockhoff  
Victoria Clayton  
Justine Garman  
Darryl Losh  
Gerald Stearn  
Glenn Lane  
Camden Civallo  
Donnie Harden  
Brandon Benton  
Craig Brennfoerder  
Michele Pierce  
Garney Pinnix  
Dalarion Royal  
Thomas Mercer  
Vincent Coleman  
Brad Shumaker

Deborah Davis  
Othel Hamm  
Stephen May  
Scott Hornsby  
Carolyn Rangel  
Chad Torgerson  
Waymon Daniels  
Jerad Burch  
Dennis Loux  
Thomas Taylor

### **August**

Edward Frye  
Halvin Boone  
Richard Wylie  
Mickey Stahlman  
Robert Noto  
Rebecca Howard

Dale Visser  
James Glassmeyer  
Saundra Snowden  
Kris Washington  
Samantha Barton  
Norman Nelson  
Desmond Ritchie  
Angelique Boden  
Damon Hutsona  
Mellodi Coll  
Willard Bridges  
Steven Howell  
Jason Lingo  
Tony Benjamin  
Paula Hemm-Vushaj  
Mark Becking  
Alexander Hesse  
Steve Ward

James Smith  
Vincent Barrientos  
Robert Martini  
Timothy Bayne  
Richard Williams  
Kelvin Cartwright  
Jessica Kovarik

### **September**

Forrest Davis  
Jody Bigelow  
James Driver  
Travis Bell  
Derice Collins  
Timothy Shea  
Larry Rutherford  
Katie Mulholland  
Steve Wiggins

Nicole Harper  
Lashanda Carter  
Charles Wireback  
Nathan Ehrich  
Mark Taylor  
Matthew Doyle  
Bill Riley  
Ralph Parker  
Thomas Huff  
Todd Lovallo  
John Boerner  
Rita Swenson  
Travis Murray  
Willie Springer  
William Bowling  
Stephon Jones

## Upcoming Anniversaries:

### **1 Year**

Lisa Barton  
Hadley Evans  
Justine Garman  
Laveda Gomiller  
Danielle Harmen  
Shayla Hermann  
Damon Hutsona  
Tommy Huy  
Monica Johnson  
Matthew Kern  
Glenn Lane  
Edward Martin  
Gerald Mcklveen  
James Moad  
Jaime Moran  
Kenneth Price  
Michael Ratley

Shawn Robinson  
Brad Shumaker  
Dwayne Steele  
Tara Sullivan  
Doucette Sylvain  
Mark Taylor  
Austin Thielen  
Twinella Thurston  
Enrique Vega  
Steve Ward

### **2 Years**

Anel Avdic  
Mark Becking  
Tony Benjamin  
Mark Davison  
Alvin Hamilton  
George Johnson

Tikeyia Jones  
Mark Klein  
Latonya Reed  
Stanley Travis  
Dale Visser

### **3 Years**

Michelle Butcher  
Shawn Dunn  
Edward Frye  
Todd Lovallo  
John Sturm

### **4 Years**

Courtney Butcher  
Walter Harris  
Lea Hines  
Charles Hoak

Brian Klecz  
Gerald Stearn

### **6 Years**

Keith Mcdaniel  
Alfred Mims

### **7 Years**

Randall Kutchma  
Clarence Rhodes

### **8 Years**

Duane Galyean  
Brian Gibala

### **9 Years**

Ralph Parker  
Mark White

### **10 Years**

Gordon Bressler

### **23 Years**

Lesa Bault

### **30 Years**

Jerry Henrichs

### **32 Years**

Carolyn Rangel

### **43 Years!**

Steven Haas

## **Do you follow LTI on Social Media?**

Check us out on Facebook, Twitter,  
Instagram, YouTube, and now, TikTok for  
unique content every week!



New!

# What Would You Like to See in the Mile Marker?

*Give us your suggestions on how to make  
the company newsletter better by emailing  
[christian.civello@ltitrucking.com](mailto:christian.civello@ltitrucking.com)*



The Mile Marker 22.3